

Fence Industry



TRADE NEWS

August 1961

The Journal for All Fence Erectors and Suppliers

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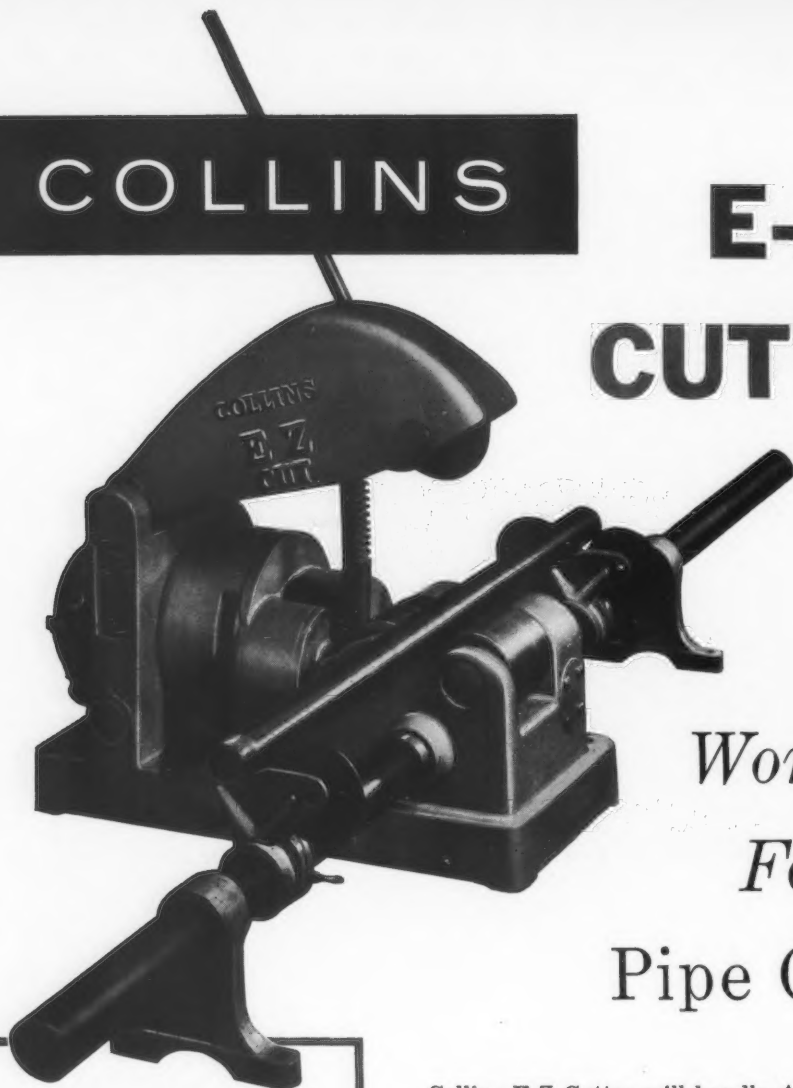
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Products Listings—Page 25.



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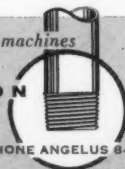
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The Journal of all Fencing and Erecting

CONTENTS

FEATURES

Green "Alodized" Aluminum Chain Link Fence	Cover
Photo illustrated on front cover is an "Alodized" aluminum chain link fence. A chain link treating process to reduce glare, pitting, and corrosion is gaining wide acceptance in the chain link field, according to the manufacturer, Amchem Products, Inc., Ambler, Pa.	
Attention to Customers Boosts Sales	Robert Moore 6
Flexiguard—Modified Chain Link Fence	8
Fence Dealers' Outlook on Credit	10
Chain Link Fence Specifications—Michigan	14
Legal Approach to Fence Restrictions	16

DEPARTMENTS

Editorial: Unfair Competition?	3
Business Trends	4
Awards-Projects-Proposals	21
Information—News Notices of Importance	22
More News Items	23
Listing Form & Product Index	25

NOTICE

Closing date for all advertising and editorial matter is the 1st of the month preceding the date of issue. Omissions or errors appearing as a result of receipt of late copy cannot be construed as the fault of the publishers, nor can proofs be furnished on late copy subject to revisions or corrections.

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Unfair Competition?

Is competition unfair—as you see it in your area of the fence industry? This is the question we asked in our survey of the industry, just being completed. Of the total number of dealers responding to this question, 55 percent of them answered in the affirmative. About half of these offered some comment on the problems of unfair competition, some of them at considerable length.

We believe this is an unusually high response, and indicates a significant and widespread industry problem. In trying to analyze and evaluate the descriptions of and remedies for "unfair" competition which we received from numerous fence dealers, here is what we come up with:

1. Complaints of "unfair" competition are in no way to be considered as efforts to regulate price. The huge majority of U. S. businessmen believe in a competitive economy—but they resent fellow-businessmen who do not abide by the accepted rules.

2. Non-payment of taxes, social security, license fees, withholding tax—these are outright violations of federal, state, and local laws. Any fence dealer guilty of such non-payment practices is operating outside the law. There are perhaps a few such fence dealers, just as there are in many other industries. This kind of unfairness is difficult to remedy within the industry.

3. The fence dealer who conducts a full-fledged, year-around fence business is at a disadvantage by comparison with dealers who maintain no installation crews, no insurance, no (or small) office overhead, no equipment overhead and maintenance—and yet who buy at the same wholesale prices. This latter group would include the small dealer who operates, usually part-time, out of his home or truck; and also the very large dealer who maintains only sales overhead.

However, in a competitive U. S. economy, such competition cannot be described as "unfair." Many industries are beset by this same problem, and in the long run, it is a problem for policing *within* the industry.

Many dealers who made comments on this point in the survey feel that policing must start at the source of supply—that an economically healthy industry should give precedence to dealers with reputable histories and credit ratings. A manufacturer's *total* sales might be in no way affected by offering such precedence.

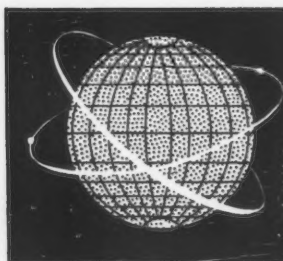
4. Ethics cannot be legislated. They are a way of life, but they cannot be forced, and invariably there will be some businessmen who will circumvent them.

However, some unethical practices can be wiped out or minimized by social group pressures. False and misleading advertising can be reported to the Better Business Bureau or the Chamber of Commerce; if the advertising is interstate, it can be called to the attention of the Federal Trade Commission.

Misrepresentations of products and services are usually made verbally, and are thus practically impossible to prosecute as fraud. As a Dallas, Texas, manufacturer told us: "Consumers are not aware of the wide fluctuation in fence materials as regard to quality; and installation as regard to labor practices."

5. Can the consumer be educated? For some dealers, this would seem to be the only answer to sharp unethical business practices.

Perhaps the most effective weapon of all, in the fight against "unfair" competition, is to inform the consumer, unceasingly, about what he *should* and should *not* look for when he wants a fence. The reputable fence company must shout its wares from the housetops.



BUSINESS TRENDS

Bulletin

FENCE SALES ON THE UPSWING during the first six months of 1961 for 60 percent of the industry in its entirety. 40 percent report a downtrend or same level as compared to like period one year ago. Averaged-out industry increase is 3.2 percent. FI mid-year survey responses coming from every state. (Complete and final survey figures will appear in September issue.)

FENCE SURVEY REPORTS to July 25th and incomplete indicate: Dealers increased sales volume 2.9 percent. Manufacturers increased sales 3.6 percent. Distributors increased sales 3.2 percent. This increase enjoyed by approximately 60 percent of the trade.

INCREASE IN VOLUME AT A SLOWER PACE this year than last. In 1960, FI year-end survey reported a 13 percent increase in gross sales for the industry as a whole—as compared to 1959. Difference in rate of increase seems to indicate slackening volume—lacking sales drive. Final reports coming in may increase or decrease percentages slightly.

INDUSTRY TREND IS OPTIMISTIC. Manufacturers, dealers, distributors, importers, in the majority of reports, believe that sales volume for 1961 will exceed last year's totals by 7.5 percent. A stubborn, fighting for sales optimism is most evident.

RATE OF SALES VOLUME INCREASE SLOWER as compared to 1960, and may total five or six percent less, as viewed by current trends. However, the number of firms in the industry who believe that '61 sales will top last year is in the majority. It is the percentage rate of increase reported in our survey to date that does not compare favorably with 1960.

WIDE FLUCTUATIONS IN RATE OF SALES VOLUME were noted in survey returns. Declines in sales reached a low 80 percent to increases ranging to a high 75 percent for some firms. Those in business a year or less were not included in this analysis.

THE FENCE BUSINESS like U.S. business in general continues to show moderate gains, but at a slow pace and with much spottiness. Softness of prices in this and other fields, for example, might be taken as a weakness in the recovery trend. Following the 1954 and 1958 recessions, similar price trends, very modest in nature, took place, just as they are now.

GROSS NATIONAL PRODUCT (GNP) may reflect in greater over-all dollar volume figures at year's end for this field. GNP rose to a record level during the second quarter of 1961—seasonally adjusted annual rate (preliminary estimate) is \$515 billion. The first quarter rate was just over \$500 billion.

STEEL PRODUCTION IS UP but still well under figures of a year ago. Steelmaking (a national barometer) furnaces in the U.S.A. poured 44.8 million net tons of ingots and steel for castings during the first half of 1961. This compares to 60.7 million tons for a like period of 1960. During the latter half of 1960 steel slipped to 38.5 million tons.

PRIVATE HOUSING STARTS (non-farm) are not much in excess of last year. In 1960 total starts numbered 1.2 million; this year's predictions indicate a total of 1.3 million. New government housing law may not have much impact this year. Home building in June, however, increased for the second consecutive month.

THERE IS A TREMENDOUS MARKET for manufacturers of home-building materials and equipment, according to William L. Slayton, Commissioner, U.R.A. and H.&H.F.A. . . . \$6 billion in public funds should generate private investment of some \$20 billion. About \$225 million will be spent on home rehabilitation in 121 rehabilitation projects. Manufacturers can and should participate in this market by engaging directly, and rethinking their selling, distribution methods and product design, according to Mr. Slayton.

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catalog and dealer price list.

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ADDRESS _____

CITY _____

STATE _____

AUGUST 1961

5



Orderly outdoor display facing state highway creates customer confidence and brings in live prospects for Rockland Fence & Supply Co.

"The Customer Is Always Right" says this dealer.

The owner-salesman of Rockland Fence & Supply Co., Louis Guglielmello, who says business is excellent, puts high value on the personal touch—and every customer is given a written year's guarantee.

A fence and supply company in West Nyack, N. Y., has more than doubled its volume of business during the last 12 months and attributes this increase to its policy of following up telephone leads stemming from a carefully-planned advertising program with personal contact and a method of taking up the slack in sales during the so-called off season.

The firm is the Rockland Fence & Supply Co., located at 385 Route 59. Its owner is Louis Guglielmello, who founded the concern in 1959 after previously operating a home improvement business.

Guglielmello did \$50,000 gross volume in 1960, the company's first full year in existence. During the first four months of the current year, his gross sales totaled \$20,000 and he had another \$20,000 worth of work under contract.

"We will more than double our volume in 1961 over last year," says Guglielmello, who employs four persons on a full-time basis and two others on a part-time basis. "We believe that the personal contact, advertising, and our manufacture of ornamental wrought iron are the reasons for our increase in volume."

Guglielmello is the firm's only salesman. In addition to handling all sales work, he does all of the measuring and bidding personally. He believes this personal attention to prospective customers makes a definite impression.

Guglielmello visits every prospective customer, a majority of whom first contact the company by telephone. With him he takes samples of the various chain link and rustic wood materials, shows them to the prospective customer and stresses quality in his sales pitch. He presents every customer for whom he makes a bid with a leather-bound telephone number pad imprinted with the concern's name, address, telephone number, and the types of fence it has to offer.

Every customer is given a written guarantee for one year. Guglielmello points out that this guarantee, providing for free repair of any work which does not prove satisfactory, results in many contracts and "takes business away from cut-throat competition . . . unfair competition. This type of competition is the biggest problem in the fence industry today.

"We don't mind competition understand, if it is fair competition. Competition should begin at the top level where everybody can make a profit from the selling and installation of fence. The guarantee helps us beat unfair competition. Under the guarantee, we have only had to make two repairs of our work. Thus we are very proud of our installations."

In addition to the telephone number pads, Rockland Fence utilizes only three forms of advertising—newspaper, the yellow pages of the telephone directory, and a brochure type which may be used for direct mail purposes or to give to prospective customers personally.

MORE—Page 12



Post hole digger attached to truck is used by Charlie Jones of the Rockland installation crew to begin work on a post-and-rail fence. Forty percent of firm's sales are in wood.

Right, Rockland's owner, Louis Guglielmello, with broken arm acquired while helping employees install fence, chats with customer who bought post-and-rail. Customer satisfaction is a primary consideration. This is coupled with advertising and promotion.





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MANUFACTURER of QUALITY RUSTIC FENCING



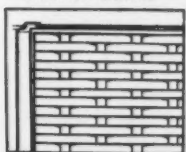
E. J.

**BERGERON
FENCE CO.**

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PATENT
NO. 2,918,261
APPROVED DEC. 22, 1959
PENDING SINCE MAY 29, 1957

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Call Collect

We manufacture a complete top quality line of Chain Link Fence Fittings and Gates. Large ready to ship inventory, fast service. Buy 200 lbs.—get Free Delivery.

Call collect **WHitehall 9-4424.**

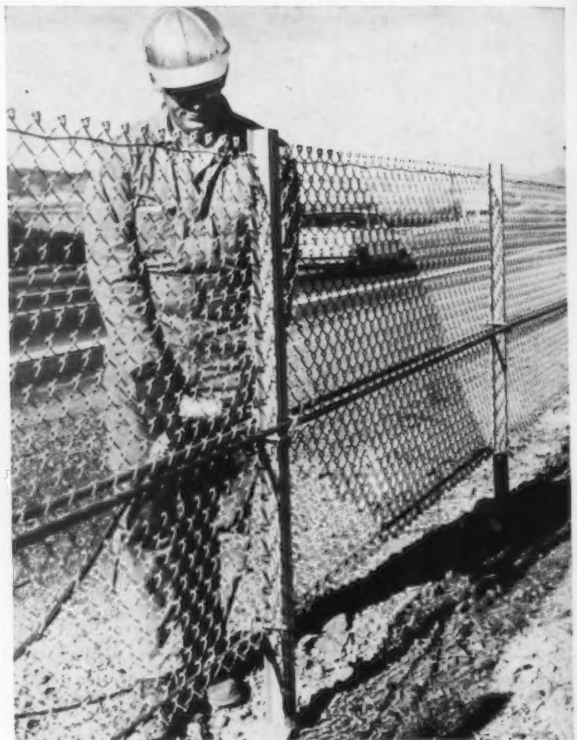
SOUTHERN METAL PRODUCTS

P. O. BOX 3246, NEW ORLEANS, LA.



Above and at right, workmen adjust the wire rope cables which are strung horizontally—one at the bottom and two at the center—to reinforce the chain link fence, which serves as a highway barrier to eliminate head-on auto collisions.

The lower cable is installed nine inches above the pavement, to prevent cars from bouncing back into their original line of traffic—by trapping the wheel, usually the left front, when it passes over the cable at the point of impact. The middle cables are attached with a "U" bolt and a plate. The nuts must be tightened to the exact required torque so as to maintain the cables at the desired level and still permit the desired stripping action which allows the "U" bolt and cable to slide off the post on impact. Proper tension eliminates hurtling, and stripping action reduces velocity of the vehicle.



Flexiguard—A Modified Chain Link Highway Fence

U.S. Steel's Cyclone Fence Department has been extensively promoting this new type of fence.

Although 14 months of experience have revealed it to be one of the most effective highway barriers yet devised to eliminate head-on automobile collisions, wire rope reinforced chain link fencing is still considered in the experimental stage throughout California.

This newest idea in highway center strip safety barrier, introduced by the California Division of Highways some 16 months ago, already has become a common sight along many sections of the State's system of freeways. Approximately one hundred thousand feet of the "safety net" barrier, combining well known standard products, have been placed.

One of the major testing areas has been the six-lane Candlestick cutoff section of the Bay Area's Bayshore Freeway. Almost 14,000 feet of the new type median barrier were installed by U. S. Steel on this gateway to San Francisco for heavy Peninsular traffic.

Called "Flexiguard" by U. S. Steel, this section utilizes 48-inch-high chain link mesh manufactured in Oakland, Calif., by Cyclone Fence Department of American Steel & Wire Division. The $\frac{3}{4}$ -inch steel tension cables are from the Columbia-Geneva Division plant of U. S. Steel at Pittsburg, Calif.

Three wire rope cables are strung horizontally along the Candlestick fence—one at the bottom and two at the center. A galvanized coil spring tension wire is attached at the top of the fence. The two center cables, set 30 inches above the ground, minimize chances of vehicles crossing the median divider or overturning. Installed nine inches above the pavement, the lower cable

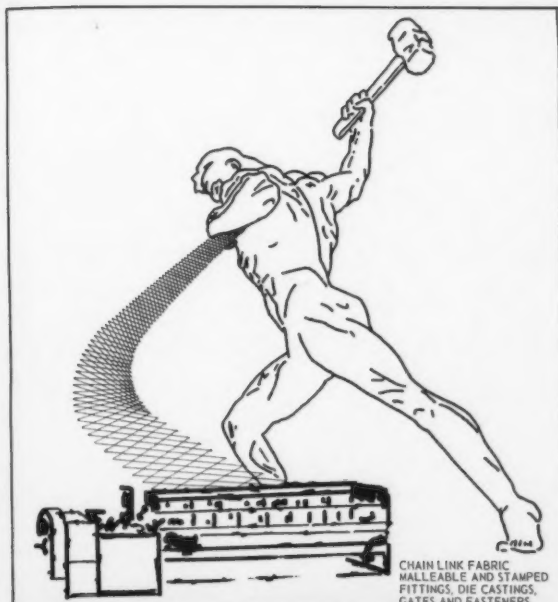
keeps cars from bouncing back into their original line of traffic by trapping the wheel (usually the left front wheel) when it passes over the cable at point of impact.

Studies are now being conducted by the California Division of Highways to improve the aesthetic appearance of chain link median barrier, to eliminate the potential snag hazard of the currently used large turn-buckle assemblies, and to possibly incorporate a glare shield feature to obscure the headlights of opposing traffic.

Cyclone Fence has been working closely with the California officials in the installation, promotion, and development of this product which represents an entirely new market for the fence industry. Although the product is relatively easy to install for experienced fence erection personnel, certain special considerations must be made. One example is the extra care which must be taken when installing chain link barrier on freeways which are in use. In this situation, consideration must be given to the problems which can result from traffic interference. Not only is the work area extremely limited, but also numerous safety precautions must be taken and in nearly all cases the actual work day is limited to the hours 9:00 a.m. until 3:30 p.m.

Another factor which bears careful watching is the ever present danger of damage to the barrier during the erection period. On the recently completed 14,000 lineal foot barrier installed on San Francisco's Bayshore Freeway, the barrier was damaged nine times by out of control vehicles.

MORE—Page 12



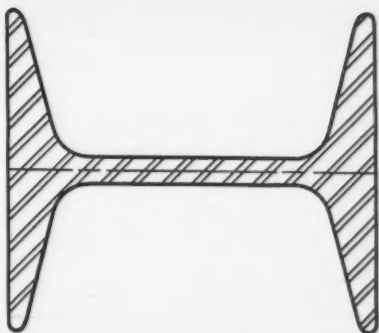
CHAIN LINK FABRIC
MALLEABLE AND STAMPED
FITTINGS, DIE CASTINGS,
GATES AND FASTENERS

ALL YOUR FITTINGS FROM

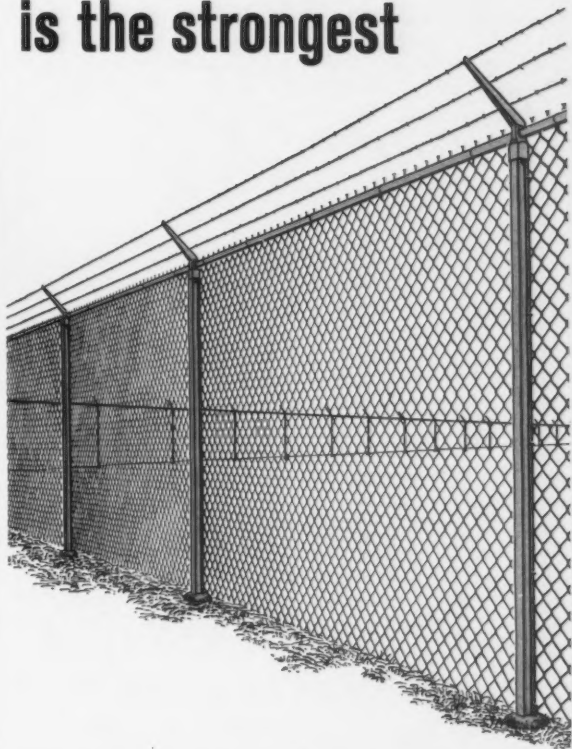
1 SOURCE



P.O. BOX 22 - POWDERLY STATION - BIRMINGHAM, ALABAMA



H-post construction is the strongest

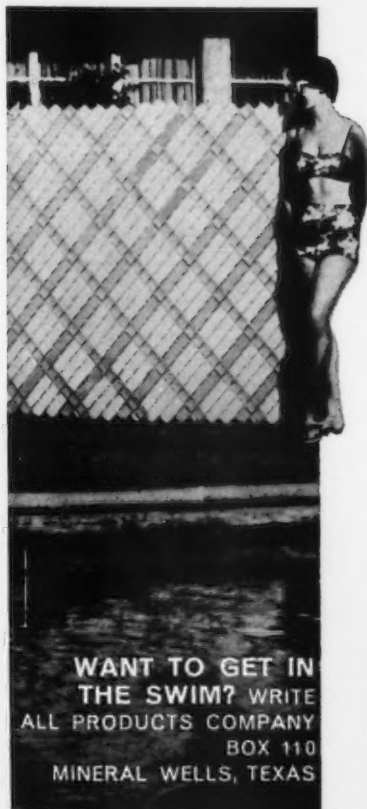


Build quality into your fence construction with CYCLONE H-POSTS, the only post specifically designed for Chain Link Fence. • CYCLONE H-POSTS are available for immediate shipment in three standard sizes . . . 4.1#, 2.7# and 2.2#. Order galvanized cut to standard post length to avoid waste and eliminate your cutting time. • Cyclone also manufactures a complete line of QUALITY FENCE FITTINGS. • Call your local Cyclone representative today for prices and complete information or write to Cyclone Fence, 614 Superior Ave., N.W., Cleveland 13, Ohio. USS and Cyclone are registered trademarks



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Division of
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Cyclone sales offices coast to coast

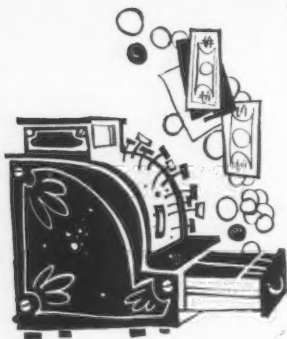


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Chain Link
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2-way boost
in PROFITS
...new sales
to old cus-
tomers-more
sales to new
customers!

**PANEL
WEVE**

**WANT TO GET IN
THE SWIM? WRITE
ALL PRODUCTS COMPANY
BOX 110
MINERAL WELLS, TEXAS**



Fence Dealers' Outlook On Credit: Will Pending Legislation Change It?

Stricter credit regulations are being considered in many states, while Senate hearing on federal credit legislation currently is taking place. Purpose of federal law is to inform consumer of cost of credit.

Because so much fencing is sold on credit (time payments), the fence industry should be aware of the present trend, both in the state legislatures and the halls of Congress, to take a long, new look at existing credit laws. At the federal level, a credit regulating bill sponsored by Senator Paul Douglas narrowly missed passing in 1959, and is sure to come up for a new try in 1962. On the state level, 47 of the 50 states are giving consideration to changing their credit laws—some of the states are currently active.

Among these latter states are Illinois, Texas, New Mexico, Tennessee, Washington, California, Hawaii, Nevada, Maryland, Utah, Nebraska, New York, and Connecticut. But how active the states really are is best exemplified by these comments of the executive vice president of the National Credit Association, William H. Blake:

"In our monthly magazine we normally carry two pages on current state legislation, giving a paragraph to the contents of each bill. But in a recent issue, we had to carry three-and-a-half pages that gave nothing more than the titles of the bills and their sponsors. There was room for no details."

Here are some of the points which are being considered by the various states:

1. Restrictive limits on the amount of interest which may be charged. Some states already have such laws, but they are given only token enforcement, as in Texas, for example, where 10 percent interest per year is the limit, but where some interest rates as high as 300 percent annually were uncovered by the Texas attorney general. Many states are now debating what is a "fair" interest rate, with the idea of making it into law.

2. Wage attachment regulations, which now allow creditors in Illinois, for example, to attach one-fourth of wages or salary. Illinois is considering changing this to exempt weekly wages of \$45 or 85 percent (whichever is greater) from garnishment.

3. Full disclosure of credit costs. Maryland has already turned down such a bill, but it's due for another try. Tennessee already has passed a law which requires retailers to clearly label the difference between the cash value of a product, and the cost of buying it on time.

4. Credit bureaus must obtain permission from the individual before a credit check can be run—this is pending right now in four states: Utah, Connecticut, Washington, and Nebraska.

5. Establishment of a "commissioner" for consumers in the state government—an idea pondered by New York, Nevada, and Hawaii.

The theme of the proposed federal legislation is clearly stated in the bill itself—it is known as the "Truth in Lending" bill, introduced by Senator Paul Douglas and 19 other senators. Hearings began last month. They were conducted by the Production and Stabilization Subcommittee (Douglas is chairman) of the Senate Committee on Banking and Currency. Reports on these hearings in the daily press should be watched for by alert members of the fence industry.

The bill aims at the full disclosure of the costs of credit. The finance charge—defined as all interest, service charges, discounts, and other charges incident to the extension of the loan—must be expressed in dollars and cents. The percentage that this finance charge bears to the total amount to be financed is required to be expressed as simple annual rate on the outstanding unpaid balance.

"The basic purpose of this legislation," says Senator Douglas, "is simply to require that the two indispensable measures of the price of credit be fully disclosed: the total dollar costs of a credit transaction, and the reduction of the price of credit to a common denominator—a common yardstick or standard, i.e., in terms of an annual rate which enables every borrower to shop around and compare alternative credit prices."

In further explanation, Douglas comments: "The average consumer, as an installment buyer, usually is denied the disclosure of complete and accurate credit price information on an annual basis—information which a businessman demands in order to make intelligent decisions . . . Let me make it clear that this bill in no way controls the price or terms of credit. I firmly believe that the consumer is his own best credit manager, if he has been fully and accurately informed about the true cost of credit."

It is obvious that the total cost of a fencing job often is tied up with credit costs. It is just as obvious that the fence industry should carefully watch any developments in credit legislation, whether at the state or federal level.

Some objections to the proposed federal legislation are based on arguments that (1) the true cost of credit involves many factors, some of which make it impractical to figure simple interest at an annual rate; (2) contra-cyclical effects claimed are not based on the complete facts.

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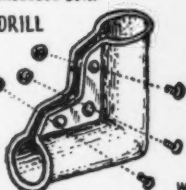
**HEAVY LOOP
TOPS**
 $1\frac{5}{8}" \times 1\frac{3}{8}"$.09

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Under actual test labor saved
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NO HOLES TO DRILL
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Offer your customers smart new beauty,
prestige & lifetime protection!



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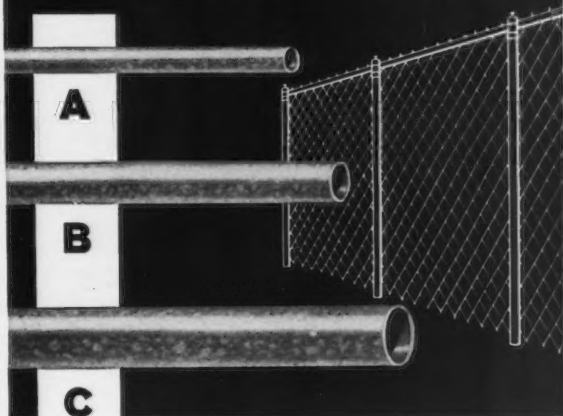
Dramatic fencing development, fully patent protected,
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Guglielmello inserts display advertisements every Friday in a county daily newspaper and the same form in various county weeklies every Thursday.

He also has a reproduction machine on which he produces illustrated brochures showing and describing fence sold by the company. Guglielmello points out the work of an artist and preparation of a stencil for the reproduction machine costs only \$11. After this cost, only the cost of the paper and time are involved.

Guglielmello asserts that the firm's manufacture of ornamental wrought iron keeps the company's personnel busy during the off-season months when fence sales are slow. Only in ornamental wrought iron does Guglielmello operate at the wholesale level. This consists mostly of trellises used for patio awnings.

"Of our ornamental wrought iron business, 75 per cent is sold to home owners and the remaining 25 per cent to builders at wholesale," explains Guglielmello. "The manufacture of wrought iron keeps us in business from January until the start of the fence season. Actually, it was our foundation for our fence business."

Guglielmello regards as his trade territory all of Rockland County in New York, parts of Westchester County in New York and the northern part of New Jersey. Of his total sales, 40 per cent is wood fence, 40 per cent chain link and the remaining 20 per cent ornamental wrought iron.

All of the firm's work involves suburban installation. Seventy-five per cent is in residential fences and 25 per cent in commercial and industrial.

The firm, devoted entirely to the fence industry, operates four trucks, a power wagon and a jeep, the latter equipped with an auger. One truck, equipped with welding equipment, is used exclusively for wrought iron.

Rockland Fence purchases its wood fence from the H. E. Vanderbeck Co. of Escanaba, Mich., and chain link from Ideal Fence Supply in Hicksville, Long Island, N. Y., and pipe and other accessories from National Fence Supply near Baltimore, Md. The company maintains an average inventory of approximately \$11,000 in fence materials and more than \$2,000 in fittings. It has three acres of outdoor storage space and maintains a year-round display of various types of fence sections, also outdoors.

Guglielmello plans to "branch out" during the next year and stock and install guard rail such as that used for parking lots and gasoline service stations. This, he says, will allow him greater concentration on the commercial side of the industry.

In conclusion, Guglielmello maintains that a fence and supply firm such as his should grow with the industry.

"One of the keys to growing in this business is to stick strictly with quality lines of fence," he adds. "This is our policy and one which we believe has made a major contribution to our success. This factor along with personal contact which I regard as the most effective method of selling are both very important. Once you get a lead on a prospective customer, always follow it up immediately with personal contact."

Median barrier chain link is installed to follow the ground line rather than an air line, the normal practice for installation of chain link fence. The ground line practice is essential to the proper function of the barrier. The lower cable must be held exactly nine inches above the ground level so that the vehicle's front wheel will pass over the cable at impact, then become entrapped, thus the lower cable acts as a guide for the vehicle.

An item of cost that could be easily overlooked is the attachment of the double cables which are installed 30 inches above the finished grade. These cables are attached with a "U" bolt and a plate. The nuts must be tightened to the exact required torque so as to maintain the cables at the desired level and still permit the desired stripping action which allows the "U" bolt and cable to slide off the post on impact. The proper tension eliminates hurtling and the stripping action reduces the velocity of the vehicle at a tolerable rate. It has been found that these nuts holding the cables must be adjusted at least three times. As the cable is stretched, the "U" bolts tend to shift and also the cable tends to set. Only by repeated adjustment can the proper final torque be maintained.

As in all highway work, but especially on median barriers, a careful check of ground conditions is important. On freeway projects, considerable importance is placed on the highway base and soil impaction. The type of fill used as the highway base should be carefully checked on each project. Extremely difficult digging conditions, requiring large mechanical equipment and in some cases air hammers, frequently confront the fencing crew.

The three strands of wire rope should be pre-cut to approximate 500-foot lengths, with the socket attached to one end at the mill. When the cable is unreeled adjacent to the completed fence, tension applied, the unfitted end of the cable is cut to length, and the socket is attached with molten zinc. Field installation of the socket should be handled by a workman experienced in cable rigging. Attachment of the socket requires skill to obtain the proper tensile strength. When the field socket is being attached, the turnbuckles must fall equidistant between the line posts, with only one turnbuckle between a single fence panel.

Through its Cyclone Fence Department, U. S. Steel has carried out an extensive promotional campaign on the new type median barrier, and highway engineers throughout the country are evidencing increasing interest in this new development. Test sections are now being installed in many states, particularly along the densely populated eastern coast.

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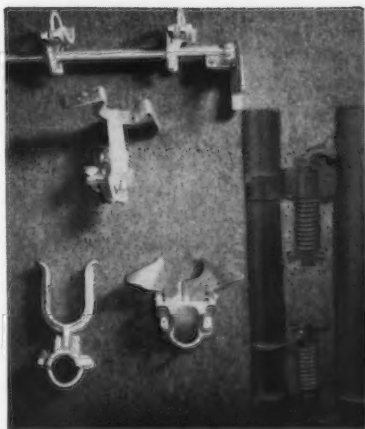
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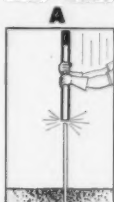
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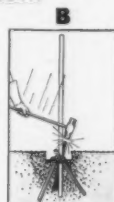
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INSIDE DIAMETER 2-1/2 INCHES
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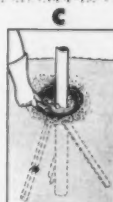
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Place post driver over post and work up and down like pile driver. Check post at intervals for plumb.



Dig recess around post about 4" deep to accommodate lock ring. Insert steel anchor and drive into earth with sledge.



Tighten nut and lock locking anchor to post. Sprinkle setting with earth. Your post is now ready for use.

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Steel and Aluminum Chain Link Specifications

The requirements of state highway engineers are strict and specific on both materials and construction of guard rail and fencing. Herewith are verbatim specifications, released by the Michigan State Highway Department, for both steel and aluminum chain link fence. Michigan's specifications for guard rail and woven wire fence were published in earlier issues.

7.22 Fencing Materials

7.22.01 GENERAL REQUIREMENTS:

This specification covers materials for use in property and right of way fences.

7.22.02 SAMPLING AND TESTING:

Sampling and testing shall be done in accordance with the methods prescribed in the ASTM Specifications applicable to the material referred to herein or in accordance with standard recognized practice.

(B) Steel Chain Link Fence

1. **Fabric.**—The fabric shall be of the chain link type, with 2-inch mesh woven from a good commercial quality of steel wire. The woven fabric shall be hot-dip galvanized after weaving. The height of the fence fabric shall be as specified on the plans or as authorized. Fabric of 60-inch height or less shall be fabricated from No. 9 gauge wire, and the fabric over 60 inches in height shall be fabricated from No. 6 gauge wire unless otherwise specified. The fabric shall meet the requirements for Class I of the current Specifications for Zinc-Coated Steel Chain Link Fabric, ASTM Designation: A 392. The top selva shall be knuckled and dressed below the top rail. The bottom selva shall have a twisted and barbed finish. Barbing shall be done by cutting wire on a bias, thus creating sharp points.

2. **Line Posts.**—The steel line posts shall be nominal 2.25 x 1.95 inch "H" column section, weight 4.10 pounds per foot or nominal 2 3/8-inch outside diameter steel pipe or tubing, weight 3.65 pounds per foot, galvanized. The line posts shall be 3 feet longer than the height of the fabric unless otherwise specified. The length of the posts shall include the post tops, up to the top rail.

3. **End, Corner, Angle and Intermediate Braced Posts.**—The end, corner, angle and intermediate braced posts shall be nominal 2 3/8 inch outside diameter steel pipe or tubing, weight 5.79 pounds per foot, galvanized. The posts shall be 3 feet longer than the height of the fabric, unless otherwise specified. The length of the posts shall include the post tops, up to the top rail.

4. **Braces.**—The horizontal braces for end, gate, angle, intersection and intermediate braced posts shall be made of nominal 1 1/2 inch outside diameter pipe or tubular steel, galvanized, weighing 2.27 pounds per lineal foot. The braces shall be furnished with suitable metal connections so that they may be securely fastened to the posts.

5. **Gate Posts.**—The gate posts shall be galvanized steel pipe. The outside diameter and weight per lineal foot of pipe used shall be as follows:

Gate Opening (Single Swing)	Outside Diameter of Gate Posts	Nominal Weight Lb. per Lin. Ft.
6' and under	2 7/8"	5.79
7' to 13' (incl.)	4"	9.11
14' to 18' (incl.)	6 5/8"	18.97

The gate posts shall be of a length which will permit 3 feet to be set in a concrete base.

6. **Gates.**—The gates shall be single swing of the size called for on the plans and shall meet the following requirements:

The gate frames shall be constructed of galvanized steel pipe. The outside diameter and weight per lineal foot of pipe used for the gate shall be as follows:

Gate Opening	Nominal Outside Diameter	Nominal Weight Lb. per Lin. Ft.
6' and under	1 5/8"	2.27
7' to 18' (incl.)	1.90"	2.72

All joints shall be welded or otherwise substantially fastened to form a rigid frame. Intermediate braces and truss rods of sufficient strength to prevent sagging shall be used. The gates shall be furnished complete with approved hinges, latches, keepers and stops.

The gate frames shall be filled with fabric meeting the requirements for Fabric as specified herein.

7. **Top Rail.**—The fence shall be equipped with a top rail nominal 1 1/2-inch outside diameter, tubular, galvanized steel, weighing 2.27 pounds per lineal foot, and shall be provided with expansion sleeves or couplings not less than 7 inches long. The top

rail shall be furnished in lengths not less than 15 feet. The top rail shall pass through the line post tops to form a continuous brace from end to end of each stretch of fence. The top rail shall be securely fastened to end, gate and corner posts by means of suitable connections.

8. **Weight Tolerance.**—The weight per foot for steel pipe or tubing for posts, braces and top rail shall be not less than 5 per cent under the specified weights. The weight per foot for steel rolled sections shall be not less than 2.5 per cent under the specified weight.

9. **Post Tops and Extension Arms.**—Posts shall be fitted with ornamental tops or extension arms as shown on the plans or as specified.

When ornamental tops are specified for tubular posts, the base of the tops shall fit into the post with a flange extending over the top of the post to cap the post against moisture.

When extension arms are specified, the extension arms shall be pressed steel or malleable iron and shall be vertical or extend in or out from the fence line at approximately 45 degrees as specified on the plans or in the proposal. The extension arms shall be suitable for supporting three barbed wires, the top wire to be 12 inches above the fabric. The extension arms shall have suitable notches or slots for spacing the barbed wire.

10. **Fabric Fastenings.**—The fabric shall be fastened to the posts and top rail by means of metal bands or wires which are capable of securely holding the fabric in place. The wire shall be not less than No. 9 gauge. All fabric fastenings shall be aluminum or heavy galvanized steel. The bands or wire shall be spaced not more than 12 inches apart on the posts and not more than 15 inches on the top rail.

11. **Fittings.**—All fittings used with the fencing and gates shall be malleable, wrought iron or pressed steel and shall be galvanized.

12. **Quality of Material.**—All steel materials entering into the construction of the fence shall be a good commercial quality, full weight, hot-dip galvanized steel having a carbon content of not less than 0.10 per cent.

MORE—Page 15

SPECIFICATIONS—from Page 14

The weight of the zinc coating per square foot of actual surface on the posts, structural shapes and fittings shall average not less than 2 ounces, and no individual specimen shall show less than 1.8 ounces of zinc. The zinc coating shall conform to the current Specifications for Zinc (Hot-Galvanized) Coatings on Products Fabricated from Rolled, Pressed, and Forged Steel Shapes, Plates, Bars and Strip, ASTM Designation: A 123.

6.33.03 Construction:

(a) **Clearing and Cleaning Fence Line.**—All old fences not specified to be salvaged, trees, brush, stumps, logs and other debris which would interfere with the proper construction of the fence in the required location shall be removed before starting fencing operations. The materials so removed shall be disposed of as specified under Clearing, 2.01, and Grubbing, 2.02, or as otherwise directed by the Engineer.

Steel Chain Link Fence

(h) **Chain Link Fence.**—Chain link fence of the height of fence fabric, with or without barbed wire overhang, as specified in the proposal or shown on the plans shall be erected on steel posts set in concrete, conforming to the alignment and grade shown on the plans or as directed by the Engineer.

The chain link fence fabric shall meet the requirements as specified under Fencing Materials, 7.22.

(i) **Setting Line Posts.**—The line posts shall be nominal 2½-inch "H" column section, weight 4.10 pound per foot or nominal 2¾-inch outside diameter tubular pipe, weight 3.65 pounds per foot meeting the requirements for Line Posts as specified under Fencing Materials, 7.22. The posts shall be 3 feet longer than the height of the fence fabric and shall be set in Grade B concrete and spaced 10 feet apart, center to center. The concrete footing shall be not less than 12 inches in diameter and not less than 3 feet deep.

(j) **End, Corner, Angle, Intersection and Intermediate Braced Posts.**—The end, corner, angle, intersection and intermediate braced posts shall be nominal 2½-inch outside diameter tubular pipe meeting the requirements for End, Corner, Angle, Intersection and Intermediate Braced Posts as specified under Fencing Materials, 7.22. The posts shall be 3 feet longer than the height of the fence fabric and set in Grade B concrete at the locations shown on the plans. The concrete

footing shall be not less than 18 inches in diameter and not less than 3 feet deep.

Intermediate braced posts shall be spaced at 660-foot intervals or midway between end post and corner posts or angle post when this distance is less than 1,320 feet and more than 660 feet.

Angle posts shall be installed where there is a deflection of 30 degrees or more in the alignment of the fence.

An intersection post shall be set in line with intersecting fences. The intersecting fence shall be connected to the intersection post.

(k) **Gate Posts.**—Gate posts shall meet the requirements for Gate Posts as specified under Fencing Materials, 7.22. The posts shall be 3 feet longer than the height of the fence fabric.

(l) **Braces.**—The horizontal end, gate and corner post braces shall meet the requirements for braces as specified under Fencing Materials, 7.22. The braces shall be securely fastened to the posts by means of suitable metal connections.

(m) **Top Rail.**—The fence shall be equipped with a top rail meeting the requirements for Top Rail as specified under Fencing Materials, 7.22. The top rail shall pass through the line post tops to form a continuous brace from end to end of each stretch of fence. The top rail shall be securely fastened to end, gate and corner posts by means of suitable connections.

(n) **Post Tops.**—All posts shall be fitted with ornamental post tops, meeting the requirements for Post Tops as specified under Fencing Materials, 7.22, except when extension arms are required.

(o) **Fittings.**—All fittings used with the fencing and gates shall meet the requirements for Fittings as specified under Fencing Materials, 7.22.

(p) **Concrete Footings.**—Grade B concrete meeting the requirements for Grade B concrete as specified under Concrete, 5.05 shall be used as footings for all posts. Coarse Aggregate, 6A or 10A may be used for the concrete.

The depth of all footings for posts shall be 3 feet and the diameter for line posts shall be not less than 12 inches. The footings for end, corner, gate and pull posts shall be not less than 18 inches square. The entire hole around each post shall be filled with concrete.

(q) **Chain Link Fence Fabric.**—Chain link fence fabric, of the height specified, shall be stretched taut and securely fastened to each post by means of approved metal bands or No. 9 gauge galvanized wire, spaced not more

than 12 inches apart on the posts and not more than 15 inches apart on the top rail.

(r) **Extension Arms.**—Extension arms, when specified, shall be of a design approved by the Engineer. The arms shall extend from the top of the post at an angle of approximately 45 degrees and shall carry three lines of barbed wire. The design of the arm shall be such that the three lines of barbed wire are equally spaced with the topmost barbed wire approximately 12 inches above the fabric and approximately 12 inches in or out from the fence line, as specified.

(s) **Barbed Wire.**—The barbed wire shall meet the requirements as specified for Barbed Wire under Fencing Materials, 7.22. Each barbed wire shall be securely fastened to each extension arm with No. 9 gauge galvanized wire or other approved fastening.

(t) **Gates.**—The gates shall be single swing of the size called for on the plans and shall meet the requirements as specified for Gates under Fencing Materials, 7.22.

The gates shall be assembled complete and properly hung at the locations specified.

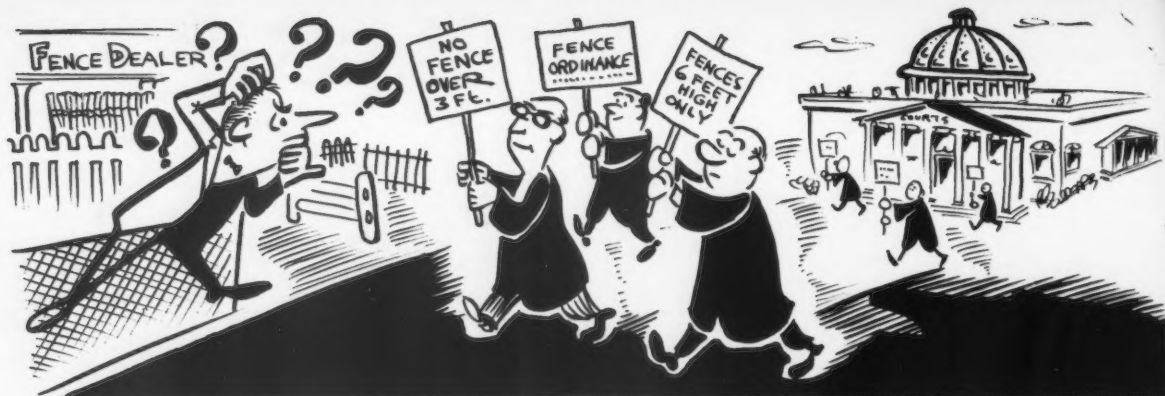
7.22 Fencing Materials

(C) Aluminum Chain Link Fence

The materials shall be of aluminum alloy complying with current standards for the particular alloy and product specified. Where applicable, the following materials show the Aluminum Association Designation and the corresponding ASTM Specification Designation and Alloy Designation.

Item	Aluminum Association		ASTM	
	Alloy Designation	Specification	Alloy Designation	
Fabric	6061-T94	B 211	GS 11A-T94	
Barbed Wire	6061-T94	B 211	GS 11A-T94	
Fabric Ties				
Wire Ties	1100-H18	B 211	990A-H18	
ECH-26	B 211	GR 20A-H38		
Flat Band Ties	1100-H18	B 209	990A-H18	
3003-H14	B 209	MIA-H14		
Hog Rings	1100-H14	B 211	990A-H14	
ECH-26	B 211	G 20A-H38		
Stretchers Bars	6063-T5	B 221	GS 10A-T5	
Truss Rods	6061-T6	B 221	GS 11A-T6	
Turn Buckles	—	B 211	GSHA-T6	
—	6061-T6	B 26	SG 70A-T6	
Line Posts	6063-T6	B 211	GS 11A-T6	
(Schedule 40, ASA)	6063-T6	B 241	GS 10A-T6	
End, Corner, Intersection	6063-T6	B 241	GS 10A-T6	
(Schedule 40, ASA)	6063-T6	B 241	GS 10A-T6	
Gate Posts	6063-T6	B 241	GS 10A-T6	
(Schedule 40, ASA)	6063-T6	B 241	GS 10A-T6	
Top Rail and Brace	6063-T6	B 241	GS 10A-T6	
Rail	6063-T6	B 241	GS 10A-T6	
(Schedule 40, ASA)	6061-T6	B 241	GS 10A-T6	
Expansion Sleeves	6061-T6	B 210	—	
(Schedule 40, ASA)	6063-T832	B 210	—	
Rail Ends and	356-T6	B 26	SG 70A-T6	
Brace Ends	356-T6	B 26	EC-81A	
—	356F	B 26	SG 70A	
Post Tops	356F	B 108	ZC 81A	
—	356-T6	B 108	ZC 81B	
Extension Arms	3003-H14	B 209	MIA-H14	
Cast Portions	356-T6	B 26	SG 70A-T6	
Rivets	1100F	B 211	990A-F	
Welding Rods	4043	—	—	

MORE—Page 20



The Legal Approach to Fence Restrictions

Sometimes when homeowners or business firms want to erect a fence around their property, the municipal government tells them they cannot erect the fence. Occasionally, they protest and do something about it. When that happens, the restrictive laws on fencing are tested in the high courts of the several states. Here is both a report and a commentary, from the legal standpoint, of six high court rulings concerning fence ordinances.

Are restrictive fence ordinances in the various U. S. communities unfair? The editors of FENCE INDUSTRY TRADE NEWS posed this question in a survey just nearing completion.

Two Pittsburgh (Pa.) area dealers thought so, and one of them believes he has lost thousands of dollars in fence sales because of them.

A. W. Millard, secretary of the Norcraft Division, The MacGillis & Gibbs Co., also answered the question affirmatively. He said:

"In local areas here and there—mainly in small villages—fence restrictions are unfair. They go too far in restrictions because of pressure from a few influential citizens. The restrictions are difficult to enforce, and can be circumvented by substituting hedges and tall

bushes in place of fencing. Village governments are much too inclined to rush into the imposition of fencing restrictions without careful consideration. The average home owner is being unnecessarily imposed upon, and the trend is continuing. If it keeps up, he'll soon be required to muffle the sizzle of his barbecue."

What about all these restrictive fence ordinances and zoning laws? Are they resulting in lost sales? More important, are the laws really binding legally?

Maybe it's a law, but maybe it's contrary to a ruling by the high court of the state. If the court is in the state in which you live, the rulings it makes are the law of the state, and are what lawyers call "expressed" law. That is, the rulings of the high court on fence restrictions, for example, take precedence over local ordinances and zoning laws on the same subject. The rulings are the expressed law of the entire state.

High court rulings in one state may also may effect local ordinances and zoning laws in other states. The specific rulings made by the high court on specific fence restrictions become what lawyers call "implied" law, and may well take precedence over local restrictions in another state—unless and until that state has made high court rulings on the specific points.

That is why the entire fence industry has a stake in court rulings.

That is why, as N. A. Eddy, president of Habitant Fence, Inc., suggests in the adjoining Open Letter, a "concerted industry effort to combat" restrictions on the erecting of fences is not only feasible, but might bring wonderfully favorable results for all fence firms everywhere in the U. S.

The editors of FENCE INDUSTRY TRADE NEWS, therefore, believe that the most rewarding point at which to begin a discussion of what N. A. Eddy calls "one of the most important problems facing the industry today"—the starting point is the high court rulings.

Five cases bearing directly on fence installation restrictions already have been published in FI during the past year under the heading, "The Legal Aspects of Fencing."

A brief review of these five cases, plus a hitherto unpublished case bearing on the same subject, comprises the most sensible approach to a subject which touches so vitally on the fence industry.

Mr. Eddy's Letter Starts the Ball Rolling!

To The Editors:

While the subject of zoning ordinances restricting fence installations is regularly discussed in the trade, I am amazed that no industry leaders appear to be enough concerned about the subject to try and do anything in self defense.

In isolated cases, an individual consumer or dealer may take a case to court—as evidenced by your very interesting column by Howard Newcomb Morse. By and large, however, the industry appears to be just sitting back watching their business be "restricted out from under them."

Fence manufacturers and dealers apparently feel that our ever-expanding population, and the developing suburban home field, assure us of a limitless market. I, for one, am not willing to accept this easy theory—because a substantial part of the new market is legally exempted by zoning restrictions before we ever get a crack at it.

I am of the opinion that this subject should be of prime importance to manufacturers of all types of fence—and to all

fence dealers. As your articles on "The Legal Aspects of Fencing" indicate, there is a substantial question as to whether many of these restrictions are legal or enforceable. Yet they continue to come into existence—and there is no concerted industry effort to restrain and combat them.

If Fence Industry Trade News could develop the "ammunition" with which to fight restrictive ordinances, I feel confident that a great many local dealers would avail themselves of the material, and carry the fight to the local level. This company, for one at least, would certainly act in support of our own dealers' efforts along this line.

I truly believe that this is one of the most important problems facing the industry today! How can we possibly afford to sit idly by and watch a substantial segment of our potential market be pulled out from under us, without making some effort to resist the trend?

N. A. Eddy, Pres.

Habitant Fence, Inc.
Bay City, Mich.

What the Rulings Are About

The six cases reported below—and remember, such rulings are either “expressed” or “implied” law in the state in which you conduct your fence business—these six cases offer high court rulings on the legality of the following:

Whether or not a property line fence is unnecessary or whether or not it “annoys” the owner of the adjacent property.

Whether a fence in the front yard may be erected to provide privacy.

Whether the height of a fence in a predominantly residential neighborhood may be restricted.

Whether barbed wire topping on a chain link fence may be restricted.

Whether or not there are arbitrary standards by which the height of a fence may be judged.

Whether the height of fences, in excess of five and six feet, for example, may be restricted.

Here are the actual cases, with a report on the salient facts, and comments on their significance.

Who Determines What Is Unnecessary?

The Zumpano case. State of Ohio. Norton Township, Summit County, Ohio, where Zumpano lived, had a zoning regulation as follows:

“Unnecessary structures, including a fence, the apparent purpose of which is to annoy or damage the owner of adjacent property, is hereby prohibited as an accessory use.”

Rudy Zumpano built a 250 foot fence along the south line of his property. It varied in height from three feet at the front of his lot, to eight feet along that portion adjacent to a neighbor's home—cutting off the neighbor's view to the north. Zumpano was charged with a violation of the zoning regulation, and the court found him guilty. He appealed, contending the ordinance was unconstitutional.

The Court of Appeals of Ohio reversed the decision of the lower court, and declared: “What is meant by the word ‘unnecessary’ in such a resolution? Who is to determine whether it is unnecessary: the neighbor, or the one who erected the fence? Who is to determine the ‘apparent purpose’? Who is to determine whether it ‘annoys’ the next-door neighbor or the general public? Who determines whether it damages the next-door neighbor, that neighbor, or some other person? There is no standard by which any of these requirements can be determined before a fence is erected . . . the Norton Township zoning resolution . . . is unconstitutional.”

Obviously, the Court of Appeals favored Zumpano because of the vague language used by the zoning resolution. It ruled, in effect, that an ordinance could not outlaw fences failing to meet certain requirements—unless the ordinance included a standard by which such requirements might be determined.

The Right To Build a Fence

The Lamkin case. State of Texas. A zoning ordinance in the city of Bellaire (Tex.), where Lamkin lived, provided, among other things, that “no fence, wall, or anything similar shall be permitted in the front yards.”



... is a fence unnecessary? ... may it be erected to provide privacy? ... in excess of 5 ft?

M. A. Lamkin built a three-rail wooden fence, 30 inches high, 18 feet back from his property line in the front yard. The city filed suit, seeking an injunction requiring Lamkin to remove the fence. The court granted the injunction; Lamkin appealed.

The Court of Civil Appeals of Texas reversed the decision of the lower court. It stated:

“From the beginning of recorded history, the right to build a fence around one's premises has been a fundamental right incident to the ownership of property. The building of a fence in one's front yard, to landscape and beautify, to provide privacy, or to keep out dogs, is an age-old and fundamental right which accompanies the ownership of real estate. To forbid the building of front yard fences . . . can in no way benefit the general welfare. The testimony . . . that elimination of front yard fences makes police work and fire fighting easier has no bearing upon the real issue of whether elimination of front fences is so necessary to the public good as to justify the taking away of a constitutional right of property and its normal uses.”

There is no doubt here that the court held that a city zoning ordinance could not make illegal *all* front yard fences. But the overtones of the case are also significant. Merely because police patrol work and fire fighting are made easier—this is no argument for front yard fence restrictions.

Restricting *all* front yard fences would seem to be an abrogation of constitutional rights. But restricting the height, specifically, of front, side, or back yard fences would seem to be the right of cities under certain conditions. Take the following case.

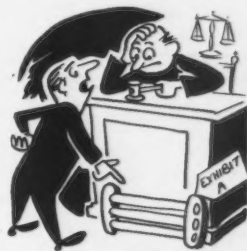
What About Character of Neighborhood?

The Midland case. State of New Jersey. The Midland Coal and Lumber Co., Inc., made application to the Board of Commissioners of the Village of Ridgewood, N. J., for permission to erect a fence encircling its premises, eight feet in height, and topped by barbed wire. The Commissioners denied the application, and Midland appealed.

Section 50 of the Ridgewood zoning ordinance provided that: “No fence shall be erected or maintained over four feet in height. This does not prohibit the erecting of fences exceeding four feet in height, provided that the plans for such a fence and the purposes for which the same is to be used, shall have been approved by the Commissioners.”

The Supreme Court of New Jersey affirmed the action of the Board of Commissioners. The Supreme Court declared: “. . . we conclude the action of the defendant Board of Commissioners was legally justifiable . . . Statutory authority to regulate the size, height, and dimensions of any fence between lands of adjoining owners, or adjacent thereto, is granted to municipalities. Keeping in mind the character of the neighborhood . . . we see nothing in the ordinance or the refusal of the Commissioners that is arbitrary, unreasonable, or oppressive.”

Midland again appealed, and the Court of Errors and Appeals of New Jersey sustained the decision of the Supreme Court.



... This won't do at all—we need an eight foot high fence topped with barbed wire . . .

This decision means that an ordinance can prohibit fences over four feet in height not municipally approved. It apparently also means that the "character" of a neighborhood is the factor which determines the "reasonableness" of the decision rendered.

The New Jersey decision, furthermore, would seem to legally approve that a fence more than four feet high is outside the law in a predominantly residential neighborhood—even to protect the contents of the property involved.

Protective Fencing Is Property Right

The Williams case. State of Wisconsin. This case underscores the right to fence property for the purpose of protection from marauders. Perhaps if the Midland case had emphasized this aspect of the need for fencing, the New Jersey decision might have been different.

For in the Williams case, the high court of the state affirms "the right of an owner of land to fence his property." Although the use of barbed wire apparently was of no significance in the New Jersey case, it is interesting to note that, as in the Wisconsin case, the fence was to be topped with barbed wire.

The City of Hudson, Wisconsin, where Williams lived, had an ordinance which provided: "No fence consisting wholly or in part of barbed wire shall be erected or maintained in the City of Hudson except for farming purposes."

Essie W. Williams owned a home, set on over an acre of ground, in Hudson. On two sides of the property, a six-foot high chain link fence topped with barbed wire already existed. Miss Williams proposed to extend the fence (identical construction)—for the purpose of protecting numerous fruit and nut trees, plants, bushes, and a large vegetable garden, from acts of vandalism.

She was advised by the city attorney to petition the city council for a permit to erect this new portion of the fence. The city authorities denied her petition. She brought suit in the Circuit Court of St. Croix County, Wisconsin, to enjoin the City of Hudson from enforcing the ordinance.

Williams alleged the ordinance was invalid. But the Circuit Court ruled against her, and she appealed.

Supreme Court Uses Strong Language

The Supreme Court of Wisconsin reversed the decision of the lower court, using language which may well have great significance when considered as both expressed and implied law.

The Supreme Court of Wisconsin declared: "Can appellant [Miss Williams] be deprived of her right to protect her property by the ordinance? *The common law has always protected the right of an owner of land to fence his property. It is a right of property, and cannot be unreasonably interfered with.* To deprive one of this right to use his yard and home in a way which does not interfere with the usual and lawful commerce and life of a community would be exercising a high power, that is not to be used except when the public welfare requires it.

"The interference with appellant's right to protect her garden cannot be justified by any requirement of public welfare, health, or morals. The method and manner in which the barbed wire is to be attached to an otherwise lawful fence creates no danger to anyone lawfully using any of the streets or the alley (around the Williams property), or to anyone passing in the vicinity. The distance above the ground at which the

wire is to be placed excludes the possibility of anyone coming in contact with the wire unless it be one purposely doing so in an effort to trespass and maraud."

Interference Cannot Be Unreasonable

In the Williams case, a fencing restriction was ruled invalid. In this case, it was positively stated that the fencing of property—particularly for the purpose of keeping out marauders—cannot unreasonably be interfered with, nor justified by any requirements of the public welfare, health, or morals.

In the Midland case, the "character of the neighborhood" seems to be the deciding factor, although apparently Midland Lumber did not pursue their cause on the grounds that they wished to protect their property from marauders.

The question then arises whether or not the "character of the neighborhood" is an urgent requirement for the public welfare. For the Wisconsin Supreme Court said the right to interfere with fencing "is not to be used except when the public welfare requires it."

In the Lamkin case, it will be remembered, factors such as making police work and fire fighting easier were not considered as important enough "public welfare" issues as "to justify taking away the constitutional right of property."

Relation of Fences to Public Welfare

The Wondrak case. State of Ohio. The high court of this state, as in the Lamkin and Williams cases, talks about the relation of fence ordinances to "the needs of public health, morals, welfare, or public safety." Although the point of departure in each of these cases is different in particular, they all have to do with restrictions on the installation of fences—and so may have great significance as implied law.

Elenora C. Wondrak, who lived in Columbus, Ohio, sought a mandatory injunction compelling her neighbor, a Mr. Kelly, to remove a fence which she claimed was in violation of the following ordinance, which was part of the building code of the City of Columbus:

"No fence which is more than three-and-one-half feet in height above the plane of the finished grade of the lots at the division line between lots shall be erected along such division line, unless no part of said fence is within 20 feet of any residence building located on said lot, or abutting lot, or in no instance nearer than 20 feet to a street line. The provisions of this section shall apply only to dwelling house and apartment house districts."

Kelly had erected a fence on the lot adjoining Miss Wondrak's, on the boundary line between the two properties, the fence being higher than the prescribed limitation and within 20 feet of both residences.

The Superior Court of Franklin County, Ohio, held that the Columbus ordinance was unconstitutional, and dismissed the case. Miss Wondrak appealed, and the

Court of Appeals of Ohio sustained the decision of the court below. Miss Wondrak appealed again.

The Supreme Court of Ohio upheld the decision of both the lower courts. The Supreme Court stated:

"It does not appear . . . whether this fence exceeded the ordinance height by one inch or more. . . . The plaintiff in error, Wondrak, defends the reasonableness



... the plaintiff in error defends the reasonableness of the height of the 3 1/2 foot fence . . .

MORE—Page 19

FENCE RESTRICTIONS—from Page 18

of the height of a three-and-one-half foot fence as an absolute standard of measure and asserts that if such height is exceeded in the least it would tend to affect injuriously the public welfare of the community.

"This does not follow. We are wholly unable to discern how a fence, if but little higher than three-and-one-half feet, would affect the health of the public. . . . The ordinance here under consideration *has no real or substantial relation to the needs of the public health, morals, welfare, or public safety, and it is unreasonable and arbitrary in character.* It unduly invades the right which the property owner has in his property.

Comparing Three Court Rulings

The rights of the property owner in his property is mentioned by the high courts in the Wondrak, Lamkin, and Williams cases.

From these same three cases, it would also seem that the court is inclined to look upon with disfavor an ordinance which claims "the public welfare" as reason for restricting fence building. It is more than likely that, if pressed, the legal limitations of such vague standards of "public welfare" could be made more clear. Implied law already has indicated that, *per se*, "public health, morals, welfare, or safety" must have a *substantial* relationship to fence restrictions.

The next obvious question, of course, is: How high must a fence be before it does bear a substantial and reasonable relationship to the public welfare? The courts have raised this question, which is perhaps partly answered by the next case.

Dr. Parker Raises Objections

The Parker case. State of North Carolina. Like the Midland case, this has to do with restrictions on the height of fences. In part, it may answer the question posed above. A zoning ordinance of Greensboro, N. C., provided:

"Section 13. Set Back Building Lines.

"(a) Except as specified in sections 13 and 17, no part of any building or structure shall be within 25 feet of any street line in any residence district.

"Section 17. Projections and Encroachments in Yards.

"(f) The set back and yard requirements of this ordinance shall not apply . . . to any fence . . . which is less than five feet high. . . . Nothing herein shall prevent the construction of a rear line fence . . . to a height not exceeding six feet, except where the rear of any corner lot abuts any lot facing on a street which is a side street with reference to said corner lot, any fence built on the rear lot line shall not be in excess of five feet in height."

Dr. H. R. Parker and his wife resided in a house on the southeast corner of College Park and Mayflower Drives, in Greensboro. Dr. Parker's lot was considerably above the level of the abutting streets, the highest part of the lot being approximately 21 feet above the level of College Park, and 15 feet above the level of Mayflower. The lot sloped from the highest parts toward the two streets.

Dr. Parker built a fence around his lot. The approximate heights of the fence were as follows:

The east, and the south (or rear) fences, six-and-one-half feet above the natural level; the rear fence increased in height along a 2.64 percent grade, to nine feet above the natural level at the southwest corner of the lot. The west fence, 14 feet above the sidewalk, at the southwest corner, increasing along an 8.3 percent grade to 17 feet at the northwest corner.

Along the sides of the lot, the fence extended from the rear to approximately 30 feet toward the front of the lot, and then on each side turned and joined the house. The portions of the fence connecting the side fence with house varied in height from 7 to 17 feet.

No Arbitrary Fiat, Says the Court

The city building inspector considered the fence a violation of the zoning ordinance, and directed Dr. Parker to remove the violation. Parker appealed to the Board of Adjustment—which affirmed the order of the building inspector. Parker appealed to the Superior Court of Guilford County—which decided that the ordinance was valid, and directed Parker to comply.

Parker again appealed. He contended that the ordinance was unconstitutional as applied to the facts in his case, and that it "passes the bounds of reason and assumes the character of merely arbitrary fiat," having no substantial relation to the public safety and public welfare of the community.

The Supreme Court of North Carolina sustained the decision of the Superior Court. The Supreme Court held that it was reasonable to assume that in case of fire this fence would materially hamper the fire department in extinguishing the fire both on Parker's and on the adjoining property.

The Supreme Court declared: "Certainly we cannot say as a matter of law that these considerations are not sufficient to support the wisdom of the legislation and the validity of the ordinance."

The Court ruled that Dr. Parker had the right to remove so much of the fence as would bring it within terms of the ordinance, and thus reduced in height, to maintain it.

In this case, the "public welfare" is related to definite heights of fence, at least insofar as the fighting of a fire is concerned.

Summing Up the Court Rulings

The right of municipalities to restrict the height of fences (based on implied law) would seem to be that if the restrictions are specific and reasonable (allowing fences of five and six feet in height, for example), the laws are valid.

On the other hand, vague language, or restrictions holding the heights down to two and three feet, or even four feet, are likely to bring rulings that such fence restrictions are invalid. Pleas which invoked "public welfare" considerations were ruled out as having no substantial relation to the construction of fences of this height.

Barbed wire atop a high chain link fence, especially when the purpose is to keep out marauders, would seem to be valid.

Whether or not a fence is in keeping with the "character of a neighborhood" would seem to be a decisive factor in petitioning for a fence in a predominantly residential area.

However, in three cases (Lamkin, Wondrak, Williams), the courts use incisive language in insisting on the "rights of the property owner in his property." The Wisconsin Supreme Court went so far as to say that "the common law has always protected the right of an owner of land to fence his property."



... the common law has always protected the right of an owner of land to fence his property ...

SPECIFICATIONS—from Page 15

Where more than one alloy or temper is shown for an item, either alloy or temper will be acceptable. Other alloys and temper may be used when approved by the Engineer.

Hinges, latches, and keeper bars shall be malleable iron or steel forgings, galvanized or cadmium plated, including the necessary nuts and bolts for installation. The design shall be approved by the Engineer.

1. **Fabric.**—The fence fabric shall be of the width specified and shall be 2-inch mesh of the chain-link type. The wire shall be 0.148 inch diameter, unless otherwise specified. The top selva shall be knuckled and dressed below the top rail. The bottom selva shall have a twisted and barbed finish.

2. **Barbed Wire.**—Barbed wire shall consist of 2 strands of 0.110 inch diameter wire with 0.080 inch diameter 4-point barbs spaced approximately 4 inches apart.

3. **Bottom Tension Wire.**—The bottom tension wire shall be 0.1875 inch diameter. The bottom tension wire shall be fastened to the fence fabric at two foot intervals with hog rings and shall be fastened with brace bands to the end, corner, angle, intersection, and intermediate braced posts.

4. **Fabric Ties.**—Wire ties shall be preformed 0.148 inch diameter. Flat band ties may be used in place of wire; the flat bands shall be 0.064-inch thick by 1/2-inch wide.

Hog rings for attaching tension wire to fabric shall be 0.105 inch diameter.

5. **Stretcher Bars.**—Stretcher bars shall be not less than 3/4-inch by 3/4-inch.

6. **Truss Rods and Turnbuckle.**—Truss rods shall be 3/8-inch minimum diameter.

7. **Line Posts.**—Line posts shall be 2-inch ASA Schedule 40 pipe; the outside diameter shall be a nominal 2.375 inches. Each post shall be of a length sufficient to be set in a concrete base to a depth of not less than 32 inches and shall extend above the concrete base to the height required to properly install the chain link fabric.

8. **End, Corner, Angle, Intersection, and Intermediate Braced Posts.**—The end, corner, angle, intersection, and intermediate braced posts shall be 2 1/2-inch inside diameter and a nominal outside diameter of 2.875 inches. Each post shall be of a length sufficient to be set in a concrete base to a depth of not less than 3 feet and shall extend above the concrete base to the height required to properly install the chain link fabric.

9. **Gate Posts.**—The gate posts shall be of a length that will permit 3 feet to be set in a concrete base. The gate posts shall be of the diameter as follows:

Gate Opening Single Swing	ASA Schedule 40 Pipe Size	Inches Nominal Outside Diameter
6 ft. and under	2 1/2"	2.875
7 ft. to 13 ft. (incl.)	3 1/2"	4.000
14 ft. to 18 ft. (incl.)	6"	6.625

All posts shall have plain ends.

10. **Top Rail and Brace Rail.**—Top rails and brace rails shall be 1 1/4-inch ASA Schedule 40 pipe having an outside diameter of 1.660 inches.

Top rails shall be furnished in approximately 20 ft. lengths. Brace rails shall be furnished in the required lengths.

11. **Rail Ends and Brace Ends.**—Rail ends and brace ends for receiving top and brace rail shall be castings of SG 70A alloy, as specified under Specifications for Aluminum-Base Alloy Sand Castings, ASTM Designation: B 26.

12. **Expansion Sleeves.**—Expansion sleeves for the top rail shall be 1 1/2 inch Schedule No. 40 pipe, expanded or bored to 1.690 inch inside diameter or from drawn tube with 1/8-inch wall thickness and 1.690 inch inside diameter. The sleeves shall be not less than 6 inches long and self-centering.

13. **Post Tops.**—Post tops shall be of a design approved by the Engineer.

14. **Extension Arms.**—Extension arms for supporting three strands of barbed wire, either vertical or at an angle, as shown on the plans, shall be made of sheet, 0.100 inch minimum thickness. Cast portions shall be cast from Alloy SG 70A, as specified under Specifications for Aluminum-Base Alloy Sand Castings, ASTM Designation: B 26. Rivets shall be 5/16 inch in diameter. Extension arms inclined with the vertical shall support the top barbed wire 12 inches above the fabric and a minimum of 10 inches in from the fence line.

15. **Gates.**—Gate frames shall be fabricated from 1 1/2-inch pipe or of a cross-section of equivalent structural strength. Assembly shall be accomplished by the use of properly designed fittings or by welding. Welding shall be done by metal arc technique which does not require a flux.

Hinges shall be of a type that will allow the gate to swing parallel with the fence line.

The fabric of the gate shall be the same as for the fence.

Extension arms and barbed wire, when specified, shall be of the same type and quality as for the fence.

(f) **Barbed Wire.**—When specified on the plans or directed by the Engineer, the fence shall be topped with one line of barbed wire meeting the requirements as specified under Fencing Materials, 7.22. The barbed wire shall be securely fastened to each post as directed for woven wire fence.

(g) **Condition of Finished Fence.**—The tops of all posts shall be a uniform height above the ground. After the fence has been erected, the tops of wood posts shall be cut off to the proper elevation.

The finished fence shall be true to line and taut and solid at all points. All surplus excavated material and other debris resulting from the construction shall be disposed of in a neat and workmanlike manner.

6.33.03 Construction:

(a) **Clearing and Cleaning Fence Line.**—All old fences not specified to be salvaged, trees, brush, stumps, logs and other debris which would interfere with the proper construction of the fence in the required location shall be removed before starting fencing operations. The materials so removed shall be disposed of as specified under Clearing, 2.01, and Grubbing, 2.02, or as otherwise directed by the Engineer.

Aluminum Chain Link Fence

(u) **Aluminum Chain Link Fence.**—Aluminum chain link fence of the height of fence fabric, with or without barbed wire overhang, as specified in the proposal or shown on the plans shall be erected on aluminum posts set in concrete conforming to the alignment and grade shown on the plans or as directed by the Engineer.

The construction methods for aluminum chain link fence shall conform to the requirements for steel chain link fence as specified herein.

The materials for aluminum chain link fence shall conform to the requirements as specified for (C) Aluminum Chain Link Fence, under Fencing Materials, 7.22.

6.33.05 Method of Measurement:

Woven Wire Fence will be measured in place by length in lineal rods with deductions for gate openings.

Steel Barbed Wire and Aluminum Barbed Wire will be measured in place by length in lineal rods.

Drive Gates—for Woven Wire Fence and Walk Gates—for Woven Wire Fence will be measured in units.

Steel Chain Link Fence, of the height specified, and Aluminum Chain Link Fence, of the height specified,

MORE—Page 24

AWARDS PROJECTS PROPOSALS

The information appearing in this issue concerning awards, projects and proposals were selected from hundreds of releases by F1 editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

ALA—Proj. #P-3046, plans for construction of municipal administration building, Huntsville, est., \$3,180,000. Nathan F. S. Porter, Secy., The Public Building Authority.—Proj. #CH-40(D), plans for construction at Sacred Heart College, Cullman, est., \$400,000. Mother Mary Susan Sevier, Pres.—Proj. #CH-47(D), plans for construction at Judson College, Marion, est., \$375,000. C. A. Anderson, Pres.—Proj. #CH-44(DS), plans for construction at Birmingham-Southern College, Birmingham, est., \$1,137,000. Henry King Stanford, Pres.—GSA #1463, plans for construction of two research buildings, Auburn, est., \$400,000. General Services Administration, 18th & F Sts., N.W., Washington 25, D.C.—Proj. #CH-36(DS), plans for construction at Auburn University, Auburn, est., \$1,975,000. Ralph B. Draughton, Pres.—Proj. #CH-46(DS), plans for construction at Huntingdon College, Montgomery, est., \$450,000. Hubert Searcy, Pres.—Proj. #PFL-203, plans for construction of additional water facilities, Littleville, est., \$235,000. Frank H. Bullington, mayor.—Award, by Post Office Dept., to Hill & Co., Memphis, Tenn., for construction of new post office, Selma.

CALIF—Awards, by Post Office Dept.: To Irwin E. Kane, Los Angeles, for construction of new post office, Gardena.—To Sidney & Esther Cornell, Chula Vista, for construction of post office, National City.—To Detroit Properties, Los Angeles, for construction of post office, Bellflower.—To Eugene & Nello Falsachi, Oakland, for construction of post office, Campbell.—To San Gabriel Valley Lumber Co., Arcadia, for construction of post office, Temple City.—Plans for construction of new post office, Crescent City, will include 12,000 square feet of parking-maneuvering area.—Awards, by California Division of Highways: To Puliam Homes, Inc., Red Bluff, for highway work and building construction, including fencing site, Esparto, Maintenance Station. Bid cost, \$75,211.—To M. Royce Hall, Napa, for constructing buildings, including fencing area, Son-Sebastopol Maintenance Station. Bid cost, \$63,200.—To Wulfert Co., Inc., San Leandro, for single and double blocked out metal beam barrier, San Bernardino Freeway, between Evergreen Ave., Los Angeles, to the Long Beach Freeway Interchange. Bid cost, \$77,064.—Urban Renewal, 29-acre "University" project, Santa Clara, est. net cost, \$3,654,869. Karl Pearson, Exec. Dir., Redevelopment Agency, City of Santa Clara, 908 Franklin St.—Proj. #CH-78(D), plans for construction at California Western University, San Diego, est., \$1,123,000. Dr. William C. Rust, Pres.—Proj. #P-3493, plans for construction of flood control and storm drainage system, Ar-

royo Grande and Grover City, est., \$1,002,500. Robert H. Born, Hydraulic Engineer.—Proj. #P-3502, plans for construction of municipal theatre, San Jose, est., \$2,730,000. A. P. Hamann, city manager.—Proj. #PFL-81, plans for construction of sanitary system, Alviso, est., \$388,000. Thomas A. Laine, mayor.—Proj. #P-3518, plans for construction of sanitary system, Livingston, est., \$400,000. C. J. Cassall, City Administrator.—Proj. #P-3520, plans for enlargement and improvement of existing sanitary system, San Luis Obispo, est., \$993,000. Richard D. Miller, Administrative Officer.—Proj. #P-3504, 3505, 3506, 3507, 3508, plans for construction of new elementary school and additions to four existing schools, Fort Bragg, est. total, \$1,355,000. J. Randall Patterson, Dist. Supt., Unified School Dist.—Proj. #3514, 3515, 3516, 3517, plans for construction of new Junior College building, and additions to three existing Junior High Schools, Napa, est. total, \$3,937,270. Ronald English, Asst. Supt., Napa Union High School Dist.—Bid Call, for work on power plant and switchyard, Trinity Powerplant, near Lewiston, includes fencing. Grant Bloodgood, chief engineer, Denver Federal Center, Denver 25, Colo.—Construction of border station, Calexico, est., \$375,000. General Services Administration, 18th & F Sts., N.W., Washington 25, D.C.

IDAHO—Proj. #CH-13(S), plans for construction at the University of Idaho, Moscow, est., \$1,650,000. Kenneth A. Dick, Bursar.—Proj. #P-3024, plans for construction of nursing home, Pocatello, est., \$373,000. Emmette H. Spraker, Chmn., Bd. of County Commissioners.—Awards, by Idaho Dept. of Highways: To Rogers Construction Co., Portland, Ore., for highway work including 20,350 lin. ft. steel beam guard rail, bid cost, \$42,735, on Int. No. 80, Cassia County.—To Quinn Bros. & Robbins, Boise, for highway construction on U. S. 95, Washington County, work including 2,950 lin. ft. steel beam guard rail, bid cost, \$8,112; 6,000 lin. ft. wire fence type 1-B, bid cost, \$2,100; 7,650 lin. ft. wire fence type 3-B, bid cost, \$3,442; 2 ea. 4 ft. steel gates, type 2, bid cost, \$80; 14 ea. 10 ft. steel gates, type 2, bid cost, \$840; 1 ea. 12 ft. steel gates, type 2, bid cost, \$75.—To Peter Kiewit Sons, Idaho Falls, for highway construction Int. 15, U.S. 91, Bonneville and Jefferson Counties, work including 2,000 lin. ft. steel beam guard rail, bid cost, \$5,200; 3,700 lin. ft. wire fence type 2-B, bid cost, \$1,221; 10,800 lin. ft. wire fence type 3-B, bid cost, \$4,428; 9,700 lin. ft. wire fence type 4, \$29,100; 105,500 lin. ft. wire fence type 5, bid cost, \$44,310; 6 ea. 10 ft. steel gates type 2, bid cost, \$300.

ILL—Proj. #P-3143, plans for improvements to existing water system, Oakland, est., \$199,000. G. E. Zimmerman, mayor.—Proj. #P-3134, plans for construction of sanitary system, Gurnee, est., \$423,500. Gordon Gillings, Village Pres.—Proj. #P-3141, plans for construction of water treatment facilities, Charleston, est., \$485,000. Joseph C. Snyder, mayor.—Proj. #CH-116(D), plans for construction at Bradley University, Peoria, est., \$881,375. Harold Potter Rodes, Pres.—Award, by U.S. Army Engineer Procurement Office, Chicago, to American Steel & Wire Div., U.S. Steel Corp., Chicago, 55,000 spools steel barbed wire, bid price, \$414,442.

LA—Proj. #P-3085, 3086, plans for construction of sanitary and drainage facilities, street paving, Delcambre, est. total, \$695,000. Euda Delcambre, mayor.—Proj. #CH-33(DS), plans for construction at Northeast highway construction Int. 15, U.S. 91, Louisiana State College, Monroe, est., \$1,758,000. George T. Walker, Pres.

N.Y.—Proj. #CH-128(DS), plans for construction at Adelphi College, Garden City, est., \$1,040,000. Paul Dawson Eddy, Pres.—Proj. #CH-144(D), plans for construction at St. Bernadine of Siena College, Loudonville, est., \$900,000. Rev. Edmund F. Christy, Pres.—Proj. #CH-145(D), plans for construction at Le Moyne College, Syracuse, est., \$2,690,000. Rev. Robert F. Grewen, Pres.—Proj. #CH-150(H), plans for construction at Albany Medical Center Hospital, Albany, est., \$1,500,000. Thomas Hale, Dir.—Proj. #CH-148(D), plans for construction at Hartwick College, Oenota, est., \$450,000. Frederick M. Binder, Pres.—Proj. #P-3091, plans for improvements to existing sanitary system, Gloversville, est., \$2,194,525. Eugene S. Grover, mayor.—Proj. #P-3090, plans for construction of sanitary facilities, Hamburg, est., \$1,803,700. Charles A. Gaughan, Town Supervisor.—Proj. #CH-149(D), plans for construction at Bennett College, Millbrook, est., \$680,000. Donald A. Eldridge, Pres.—Awards, by Post Office Dept.: To Wessco Associates, Inc., White-stone, for construction of new East Elmhurst Postal Station, Flushing; includes parking-maneuvering area.—To Urbahn & Brayton, New York City, for architect and engineering contract drawings and specifications for new postal station for Zone 22, New York City.—To A. Pollota & Son, Inc., Palisades Park, N. J., for construction of New Lots Postal Station, Brooklyn; includes parking-maneuvering area.

PA—Proj. #CH-122(D), plans for construction at Duquesne University, Pittsburgh, est., \$2,210,000. Henry J. McAnulty, Pres.—Proj. #CH-140(D), plans for construction at Carnegie Institute of Technology, Pittsburgh, est., \$1,400,000. J. C. Warner, Pres.—Proj. #P-3277, plans for construction of sanitary system, Temple, est., \$609,576. Mark H. Ketner, Chmn., Burough Hall.—Proj. #P-3275, plans for construction of sanitary system, Whitehall Township, est., \$3,800,000. Joseph E. Boyer, Secy.—Proj. #P-3276, plans for construction of Junior high school, Brookhaven, est., \$1,750,000. Arthur C. Kretz, Secy-Bus. Mgr.—Proj. #P-3273, plans for construction of sanitary system, Leesport, est., \$740,000. John R. Zellers, Pres., Borough Council.—Proj. #P-3278, plans for construction of sanitary system, Parker, est., \$440,000. V. S. Neely, mayor.

WYO—Proj. #P-3011, plans for construction of sanitary system, Natrona County, est., \$375,000. Neil R. Phillippi, Pres., Brooks Water & Sewer Dist., 311 Chalmers St., Mt. View Addition, Casper.—Proj. #P-3012, plans for construction of water system and improvements on existing system, Jackson, est., \$226,000. Harry E. Clissold, mayor.—Proj. #PFL-83, plans for construction of sanitary system, Cheyenne, est., \$670,000. N. G. Smith, Chmn., 501 S. Greeley Hwy.—Invitations issued, Bureau of Reclamation, for constructing power substation including fencing the substation area, Missouri River Basin Project, about 55 mi. northwest of Casper. J. N. Spencer, Regional Dir., Bldg. 46, Denver Federal Center, Denver, Colo.—Proj. #CH-1(DS), plans for construction at Casper College, Casper, est., \$635,000. Walter Savage, Bus. Mgr.—Bids asked, by Wyoming State Highway Comm., for highway work including fencing, on Interstate 80, in Albany County.—Award, by Post Office Dept., to Charles D. Crosby, Englewood, Colo., for construction of new post office, Laramie; annual rental \$17,389 for basic 20-year period.—Bid call, by Bureau of Reclamation, constructing substation, including fencing, Raderville Substation, about 55 mi. N.W. of Casper; 755 lin. ft. 7-ft. chain link fencing. Grant Bloodgood, Chief Engineer, Denver Federal Center, Denver 25, Colo.



INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM

● TO THE News Notices

Editor . . . for publication.

C.F.&I. New Plant in Pueblo

Last month, the first heat of steel was tapped from the new basic oxygen steel plant of The Colorado Fuel & Iron Corp., in Pueblo, Colo. According to the firm's president, A. F. Franz, this started the usual breaking-in process for this plant, which represents one of the major portions of the corporation's \$21 million modernization-expansion program.

A corollary to the oxygen steel plant is a \$2.5 million lime burning and lime storage facility which will be in operation later this year.

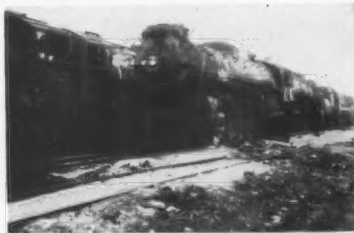
The new plant, Franz states, is one of the most modern of its type in the country, and the first to be built in the Rocky Mountain area. The new plant is capable of pouring out approximately 100 tons of molten metal every hour.

New Plant For "Trans-Kiln"

National Marketing Associates, Inc., P.O. Box 3731, Portland, Ore., the nationwide marketing firm that recently purchased all patent rights on the new mobile lumber dry kiln, "Trans-Kiln," is opening a new plant in Portland, Ore.

The modern, daylight, 75 x 150 foot plant, is set up on a production-line basis, and is being tooled with the most modern equipment available. The plant is arranged to allow the complete manufacture of the largest-size "Trans-Kiln."

The Kiln will be prefabricated in the new plant under the supervision of the Fabricating Division of the Cannady Construction Co., which has contracted for the production and erection of the equipment.



Northwestern Scraps Engines

In the scrap yards of the Northwestern Steel & Wire Co., (Fence Manufacturers), Ave. "B" & Wallace St., Sterling, Ill., 70 steam locomotives are awaiting the welder's torch—to be cut into pieces of scrap about three feet square, and then melted in the company's electric furnaces.

The scrap will be used to produce hot rolled structural shapes and wire products. One Northwestern official commented, "These engines may very well be made into fences that will be used to enclose the very fields through which they once rolled."

New Hawaiian Fence Firm

After a survey indicated that combed redwood is ideally suited to the Hawaiian climate and market, the Redwood Fence & Patio Co. recently was established to sell those products.

The firm is located in Honolulu, at 10 Sand Island Rd. Its principals are Ray Estes, who was a vice president of the Independent Building Materials Co., Torrance, Calif., for 12 years; Paul Simpson and Pat Muller, who are engaged in house moving construction and real estate development in Honolulu.

FCA Adds Block-Wall Chapter

The Fence Contractors Association, Inc., P.O. Box 4009, Terminal Annex, Los Angeles 54, Calif., has organized a "block wall contractors" chapter, which installed the following officers:

Fred Young, Young Construction Co., president; Walter Mansbach, Mansbach Masonry, vice president; Bill Buelow, Sturdee Fence Co., secretary-treasurer; W. F. Pence, W. F. Pence Co. and Ernest Jashinsky, All State Block Construction Co., directors.

At a recent meeting, the Board of Directors of FCA voted unanimously "to send a letter to a suspected unlicensed contractor and alert him to the fact that possibly he is contracting illegally, and offer him the opportunity to properly license his contracting business. In the event he chooses not to do so, a complaint will be filed with the Contractors State License Board against this alleged violator."

Tri-Set Replaces Concrete

Ferbert Fence Co., 4900 Lexington Ave., Cleveland 3, Ohio, a distributor of "Tri-Set," anchors reports the City of Cleveland, Division of Traffic Engineering & Parking, is now using the Tri-Set method of installation for the erecting of traffic signs.

The installation procedure was changed from concrete base to Tri-Set, and the traffic department believes that the latter method is not only a saving for the taxpayer, but makes for a better looking sign program as well.

Tri-Set is manufactured by National Fence Products, Inc., 4620 W. 54th St., Chicago 32, Ill. That company recently issued a four-page brochure giving details on how to install Tri-Set. The illustrated brochure also includes a line post spacing chart.

U. S. Steel Sets Record

The Gary (Ind.) Steel Works of the United States Steel Corp. 208 S. LaSalle St., Chicago, Ill., last month poured its 200 millionth ton of steel—the greatest tonnage ever produced by an American steel plant.

The Gary Works is the largest producer in the entire corporation. It has 53 open hearth furnaces and 12 blast furnaces. The first steel was made at this plant in 1909, and the 100 million mark was reached in 1943. More than 40,000 different shapes and sizes of finished and semi-finished steel are produced in its various rolling mills.



ALUMINUM FENCE COMPANY OF AMERICA is new firm launched by Saramar Industries, Inc. In this photo, Saramar's top executive is seen with three of new firm's personnel. Left to right: Jerrold M. Phalen, manager of operations; Jack Foyle, general sales manager; Marvin H. Iits, president of Saramar; Paul W. Carliss, eastern division sales manager. In background is the new firm's "Safeguard" aluminum chain link fence.

News Items . . . Timely and Informative

New Mexico Work Questioned

The state of New Mexico was asked to halt payment on certain Federal-aid highway projects, and to discontinue advertising bids for contemplated projects—until such time as the Federal Highway Administration is satisfied that the program is being "properly" administered.

This was the substance of a communication sent last month by the Federal Highway Administrator, Rex M. Whitton, to the chairman of the New Mexico State Highway Commission. The communication asked for a check on the plans and specifications of all construction with which certain construction companies and certain state highway department employees have been connected.

The contracting firms named were: Jack Adams Construction Co.; Wylie Bros. Contracting Co.; Allison & Haney, Daniels Construction Co.; Allison, Haney & Daniels; D. D. Skousen & Sons; Dan D. Construction, Inc.; J. W. Jones Construction Co., Inc.; Longenbaugh & Coe, Inc.

Now! Stilts For Installers

Fittings Inc., Shelbyville, Ky., is marketing a unique scaffolding device which is proving helpful in fence installations. Called "Shujax," the device consists of a pair of mechanical feet which are used like stilts, raising a man's height from 12 to 36 inches, in two inch stages.

Three adjustable and nine fixed-height models are available. The adjustable heights range from 13-17, 18-28, and 22-36 inches. Fixed heights begin at 12 inches and range up to 30 inches, at two-inch intervals. Also available is a new strap-on adapter, adjustable to shoe sizes from five to 12.

New Incorporations

Abco Railing Co., Inc., 1200 Suffolk Ave., Brentwood, N. Y. Wrought iron railings. No par value.

Aluma-Rail Fence Corp., 3449—2nd St., Oceanside, N. Y. Construction of houses and fences. No par value. Filer: Fazio & Popolizio, 37 W. 8th St., New York 11, N. Y.

AAA Fence & Gardening Corp., c/o Charles Koozman, 9 Rockefeller Plaza, New York 20, N. Y. Landscape gardening. No par value.

American Wholesale Fence Co., Inc., 2700 Elysian Fields Ave., New Orleans, La. Commission merchants.

J. T. Fritz & Sons, Inc., Glen Burnie, Md. Construct and manufacture wire fencing, wire cloth, and wire screens. \$200,000. Agent: Quinlan H. Hancock, 128 N. Pitt St., Alexandria, Va.

More News Items

American Hot Dip Galvanizers Association, Inc. has moved its offices from Pittsburgh to 5225 Manning Place N. W., Washington 16, D. C. C. E. Perry is the association's secretary-treasurer.

Beaver Lumber Co., Ltd., has moved its Ontario Division office from St. Catharines to P. O. Box 276, Oakville, Ont., Canada

David E. Lippman, formerly with Amco Fence at Leesburg, Fla., is now a manufacturers representative, with offices at 49 E. Market St., Buffalo 4, N. Y.

Niday Latch Co., P.O. Box 1006, Compton, Calif., was recently purchased by Norbert L. Beadel. The firm manufactures fence fittings and gate components, and will specialize in serving dealers.

Panel Weave, Inc., 520 N.W. 23rd Ave., Portland 10, Ore., manufacturers of basket weave fencing, are recently reported as having "gone out of business."

Reynolds Metals Co., 6601 W. Broad St., Richmond 18, Va., has named Gilbert R. Shockley as its general director-product development division. He will be in charge of the company's development laboratories in Richmond, Va., and Louisville, Ky.

Robertson Fence Co., Cincinnati, Ohio, is building a new factory in Mount Sterling, Ohio.

Seaview Industries, Inc., 3975 N. W. 25th St., Miami, Fla., recently established a roller coat-painting operation. This new plant, under the name of International Coating Corp., a subsidiary, is located in a 15,000 square foot building at 719 North Point Rd., Baltimore City, Md.

William L. Slayton, Commissioner, Urban Renewal Administration, Washington 25, D. C., predicts that about 1,000,000 families may have to be rehoused during the next 10 years, as a result of urban rehabilitation programs.

Stainless steel chain link fabric is being sought by Taylor Fence, Div. of Taylor Enterprises, 2 Manor Dr., Red Bank, N. J. *Editor's note: We know of no supplier of this product—if you do let us know.*

Australian Posthole Digger

The Australian inventor and manufacturer of a patented post hole digger would like to have a U. S. company produce this product, under license, for U. S. distribution.

According to the inventor, Charles J. P. Smith, 212 Grand Promenade, Scarborough, Western Australia, his device works on the principle of a greater thrusting force, obtained with the handles wide apart rather than close together.

Descriptive circulars of the product are available for loan from the Trade Development Division, Bureau of Foreign Commerce, Washington 25, D. C.

Calendar of Trade Show Events

Industrial Building Exposition & Congress, Sept. 25-28, New York Coliseum, New York City. Management: Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N. Y.

National Hardware Show, Oct. 26, McCormick Place, Chicago, Ill. Arrangements have been made with the Pennsylvania Railroad to piggy-back exhibits from McCormick Place to the Coliseum in New York City, for the Eastern Lawn, Garden, and Allied Products Trade Show, Oct. 20-22.

Detroit Metal Show, held in conjunction with the National Metal Congress, Oct. 23-27. Exposition manager is located at Metals Park, Novelty, Ohio.

Western Building Industries Exposition, 2216 S. Hill St., Los Angeles 7, Calif. First annual trade show Oct. 7-10, in Los Angeles. Sponsored by the Western Building Industries Council.

National Retail Lumber Dealers Association, 302 Ring Bldg., Washington 6, D. C. will hold its eighth annual Building Materials Exposition, November 4-7, at McCormick Place, Chicago.

American Road Builders Association, Mar. 4-7, 1962, Sheraton-Palace Hotel, San Francisco, Calif.

Western Space Age Industries & Engineering Exposition, April 25-29, 1962, The Cow Palace, San Francisco, Calif.

Century 21 International Exposition, the first U. S. world's fair since 1939, is scheduled for Apr. 21-Oct. 21, 1962, Exposition Building, Seattle 9, Wash. A 550 foot "Space Tower," topped by a revolving restaurant, will be one of the feature attractions. It will afford a panoramic view.

Recent Changes of Address

Ace Fence Co., to 1507 Wells Sta. Rd., Memphis, Tenn.

Marian Construction Co., to 345 Laurent, Santa Cruz, Calif.

Atlas Fence Co., to 3843 Circle, W., Jacksonville 7, Fla.

Empire Lumber & Fence Co., to P.O. Box 3462, Hayward, Calif.

Moss Fence Co., to 11975 Carson, Artesia, Calif.

Cedar Craft Co., to 7763 S. Beacon, Seattle 8, Wash.

Capitol Hill Fence Co., to 731 N.W. 8th St., Oklahoma City 3, Okla.

Louis Fence Co., to 71 E. Main St., East Islip, N. Y.

Everlast Fence Co., to P.O. Box 574, Mineola, N. Y., from Huntington, N. Y.

Manning Lumber Co., to 3000 E. Broadway, West Memphis, Ark.

Moore Fence Co., to 3250 Lance-lot, Dallas 29, Tex.

Acorn Fence Corp., to 9007 W. Crawford, Milwaukee 20, Wis.

Olde South Fence Co., to 1236 Shader Crest Rd., Birmingham 16, Ala.

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Hot-Dipped Galvanized Steel

STRIKER25 ea.
KEEPER20 ea.
HINGES (4 pcs.) 1/2" x 4"	\$2.65 pr.
HINGES (4 pcs.) 5/8" x 5"	\$3.95 pr.
HANDLE55 ea.
LATCH	\$1.10 ea.
LOOP (4 1/2" x 10")	\$1.00 ea.
LOOP (5 1/2" x 10 1/2")	\$1.10 ea.
CANE BOLT	\$2.70 ea.

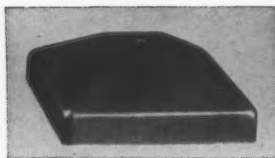
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change of address. Your copy of Fence
Industry is lost when you do not advise
us on time.

SPECIFICATIONS—from Page 20

will be measured by length in lineal
feet with deductions for gate open-
ings

Steel Barbed Wire and Aluminum
Barbed Wire will not be measured
separately but shall be included with
the steel chain link fence or the alu-
minum chain link fence, respectively,
when required.

Drive Gates—for Steel Chain Link
Fence; Drive Gates—for Aluminum
Chain Link Fence; Walk Gates—for
Steel Chain Link Fence; and Walk
Gates—for Aluminum Chain Link
Fence, of the size specified, will be
measured as units.

6.33.06 Basis of Payment:

"Drive Gates—for Woven Wire
Fence" and "Walk Gates—for Woven
Wire Fence" will be paid for at the
contract unit price each, which price
shall be payment in full for furnishing
the gates, together with all necessary
fittings and hardware and installing
the gates complete in place.

"Steel Chain Link Fence—of the
height specified" and "Aluminum
Chain Link Fence—of the height
specified" will be paid for at the con-
tract unit price per lineal foot, which
price shall be payment in full for
furnishing all the materials, labor
and equipment to construct the fence
complete. Steel barbed wire and alu-
minum barbed wire for steel chain
link fence and aluminum chain link
fence, respectively, when required,
and concrete for post foundations
shall be included in the contract unit
price for Steel Chain Link Fence or
for Aluminum Chain Link Fence.

"Drive Gates—for Steel Chain Link
Fence"; "Drive Gates—for Aluminum
Chain Link Fence"; "Walk Gates—for
Steel Chain Link Fence" and "Walk
Gates—for Aluminum Chain Link
Fence" of the size specified will be
paid for at the contract unit price
each, which price shall be payment
in full for furnishing all the materials,
labor and equipment to install the
gates complete at locations specified.

THE HOTTEST BRAND IN RUSTIC FENCE



THE EARLY AMERICAN FENCE MARK

EARLY AMERICAN FENCE COMPANY
EAST ANAHEIM, CALIFORNIA

MANUFACTURERS

RUSTIC FENCE

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RAIL
MILLED

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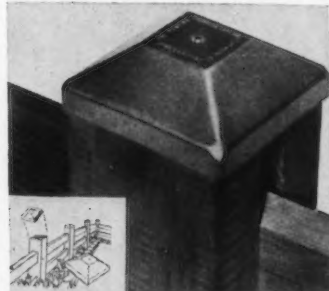
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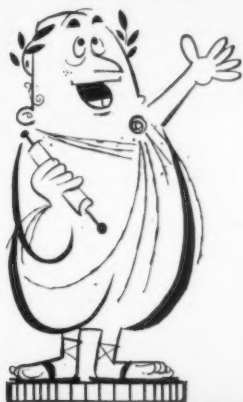


TRADE NEWS

FREE
LISTING FORM and
PRODUCT HEADINGS

In This Section

✓ Check your listings for the
international DIRECTORY
of Fence Materials



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In the only directory being published
For the Fence Industry.*

— PUBLISHED ANNUALLY —

You entail no obligation to be listed in the International Directory of Fence Materials, published in December. Your only requirement is to manufacture, wholesale, or distribute to this trade. If your product or service fits this field, we will list you.

More than 758 product headings and approximately 3500 suppliers were listed in our last issue. If yours did not appear, use this listing form and advertising form. Our directory issue has thousands of listings of Companies, Products, Trade Names and other data. An invaluable Buying Guide for our subscribers to use for an entire year. Can you afford to ignore it?

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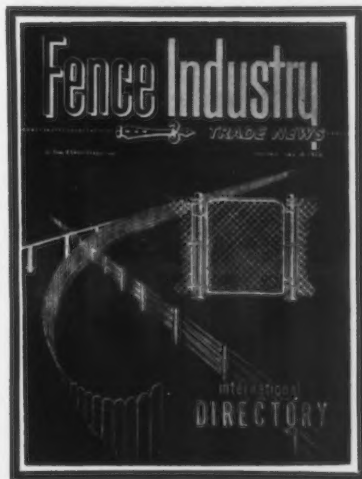
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✓ CHECK THE PRODUCTS HEADINGS

and mail them in with the LISTING FORM appearing in this section . . . ONLY if you are a Manufacturer, Distributor, Wholesaler or serve the trade. If retail only, do not send, FI Directory is for trade-buyers information only.

If a heading does not appear for your product, write it on the Listing Form.

ADV to AXE — — —

- ☐ Advertising Mats—Furnished by manufacturers to their dealers.
- ☐ Air Compressor Tank Units.
- ☐ Air Compressors—Portable.
- ☐ Adhesives—Builders.
- ☐ Aluminum Fence Material & Supplies—see also Specific Headings.
- ☐ Aluminum Fence Panels.
- ☐ Aluminum Grass Stop.
- ☐ Aluminum Grating.
- ☐ Aluminum Hinges—Hand Wrought.
- ☐ Aluminum Mfrs.—Pigs—Billets.
- ☐ Aluminum Pipe.
- ☐ Aluminum Railing Posts.
- ☐ Aluminum Railing Terminals.
- ☐ Aluminum Railings.
- ☐ Aluminum Tie Wire.
- ☐ Aluminum Tubing.
- ☐ Aluminum Utility Wire.
- ☐ Anchors—Earth.
- ☐ Anchors—Metal Fence Post.
- ☐ Anchors—Screw—Expanding.
- ☐ Arbors & Archways—Metal.
- ☐ Arbors & Archways—Wood.
- ☐ Arms—Fence—see Barb.
- ☐ Associations—Fence—Contractor, etc.
- ☐ Associations—Lumber.
- ☐ Auger Bits & Attachments.
- ☐ Augers—Earth—Hand Operated.
- ☐ Augers—Earth—Powered.
- ☐ Axes.

BAC to BUS — — —

- ☐ Backstops—Chain Link.
 - ☐ Bamboo Fence & Supplies.
 - ☐ Bands—Chain Link Fabric.
 - ☐ Bands—Chain Link Fence—All Types
- Headings given are the accepted nomenclature altho in some case duplicating. Check those applicable to you.
- ☐ Bands—Corner Rail End.
 - ☐ Bands—Corner Tension.
 - ☐ Bands—Pull Post Rail End.
 - ☐ Bands—Pull Post Tension.
 - ☐ Bands—Single Tension.
 - ☐ Bands—Single Rail End.
 - ☐ Bands—2-Way Rail End.
 - ☐ Bands—3-Way Rail End.
 - ☐ Bands—4-Way Rail End.
 - ☐ Bar—Round—Galvanized.
 - ☐ Barb Arm Mfrs.—All Types.
 - ☐ Barb Arms—"H" Beam Line Post.
 - ☐ Barb Arms—Round Corner Post.
 - ☐ Barb Arms—Round End Or Corner Post.
 - ☐ Barb Arms—Round Line Post.
 - ☐ Barb Arms—Round Line Post Adjustable.
 - ☐ Barbed Wire—Aluminum Coated.
 - ☐ Barbed Wire Eyetops.
 - ☐ Barbed Wire—Galvanized.
 - ☐ Barbed Wire Stretchers.
 - ☐ Bark Peeling Machinery—see Post & Pole.
 - ☐ Bars—Chisel—Crow & Claw.
 - ☐ Battery Chargers—see Electric Fence.
 - ☐ Benders—Pipe—see Pipe Bending.
 - ☐ Binders—Ratchet.
 - ☐ Binders—Winch.
 - ☐ Bit Braces—Ratchet.
 - ☐ Blacksmith Tools.
 - ☐ Blow Torches.
 - ☐ Blue Print Filing Racks.
 - ☐ Boat Piers.
 - ☐ Bolt Cutters—see also Cutting Tools.
 - ☐ Bolt Threaders & Machines.
 - ☐ Bolt—Tie Rod.
 - ☐ Bolts—Anchor.
 - ☐ Bolts—Barb Arm.
 - ☐ Bolts—Eye—and Assemblies.
 - ☐ Bolts—Eye—and Assemblies
 - ☐ Bolts—Hinge.

- ☐ Bolts—Hook Assembly.
- ☐ Bolts—"J".
- ☐ Bolts—Lag.
- ☐ Bolts—Machine.
- ☐ Bolts & Nuts—Assemblies.
- ☐ Bolts—Ring.
- ☐ Bolts—Toggle.
- ☐ Bolts—"U" and "J".
- ☐ Brace Bands—All Types—see also Bands.
- ☐ Brace Clamps.
- ☐ Brace Rail Ends.
- ☐ Brace Rails.
- ☐ Brace Rod.
- ☐ Brace Rod Parts—Assemblies.
- ☐ Brackets—Metal—Wood Reinforcing.
- ☐ Bushings—Gate Frame.
- ☐ Bushings—Offset Hinge.

CAP to CUT — — —

- ☐ Caps—Drive-in—or Plugs.
 - ☐ Car Ports.
 - ☐ Castings—Aluminum.
 - ☐ Castings—Iron.
 - ☐ Castings—Steel.
 - ☐ Cattle Guards.
 - ☐ Cement—Concrete—Eqpt.—Supplies.
 - ☐ Cement & Concrete Mixers.
 - ☐ Chain—Alloy Steel.
 - ☐ Chain—Cow Tie.
 - ☐ Chain Post Caps.
 - ☐ Chain—Proof Coil.
 - ☐ Chain Repair Links.
 - ☐ Chain—Welded.
 - ☐ Chain—Weldless.
 - ☐ Chain Link—
- If the chain link product desired does not appear in this heading, see specific product heading.
- ☐ Chain Link Backstops—see Backstops.
 - ☐ Chain Link Dog Runs.
 - ☐ Chain Link Fabric—Aluminum.
 - ☐ Chain Link Fabric—In Colors.
 - ☐ Chain Link Fabric—Plastic Coated.
 - ☐ Chain Link Fabric—Small Mesh.
 - ☐ Chain Link Fabric Mfrs.
 - ☐ Chain Link Fabric—Standard Mesh.
 - ☐ Chain Link Fence Ties—Aluminum.
 - ☐ Chain Link Fence Ties—Galvanized.
 - ☐ Chain Link Fittings—see also Specific Headings.
 - ☐ Chain Link Gates—see also Gates.
- This heading covers suppliers of Single, Double, Industrial and Residential, walk or drive gates.—see also Gates.
- ☐ Chain Link Gates—Wicket Entrance.
 - ☐ Chain Link Panels—Removable.
 - ☐ Chain Link Sections—On Wheels.
 - ☐ Chain Link Stretchers & Pullers.
 - ☐ Chain Link Weaving Machines.
 - ☐ Chain Link Wire—Plastic Coated.
 - ☐ Cinch Fence Stays.
 - ☐ Clamps—All Types.
 - ☐ see also Bands, Brace, Tension, Etc.
 - ☐ Clamps—Corner Rail.
 - ☐ Clamps—Fence Fabric.
 - ☐ Clamps—2-Way Rail.
 - ☐ Clamps—3-Way Rail.
 - ☐ Clamps—Single End Rail.
 - ☐ Clamps—"U" Bolt Channel Post.
 - ☐ Claw Bars.
 - ☐ Clips—Netting—see also Clamps.
 - ☐ Clips—Wire—Line Post.
 - ☐ Clothes Posts—Wood.
 - ☐ Concrete—Post Setting.
 - ☐ Construction Tools—Pole Line.
 - ☐ Controllers—see Electric Fence.
 - ☐ Corn Cribbing.
 - ☐ Corner Lugs.
 - ☐ Couplings—Fence—see Sleeves.
 - ☐ Crowbars.
 - ☐ Cutting Tools—Hand & Power.

DIG to DRO — — —

- ☐ Diggers—see Post Hole.
- ☐ Digging & Tamping Bars.
- ☐ Dog Houses—Wood—see Kennels.
- ☐ Dog Kennels—see Kennels.
- ☐ Dowel Heads.
- ☐ Drill Bits—Machine & Tool.
- ☐ Drill Bits—Posthole Digging.
- ☐ Drills—Electric & Hand Tool.
- ☐ Drills—Masonry.
- ☐ Drills—Portable Electric.
- ☐ Drills—Posthole—see Posthole.
- ☐ Drills—Rock—Portable.
- ☐ Drills—Wood Machine.
- ☐ Driveway Markers.
- ☐ Drop Bars.
- ☐ Drop Bar Catch.
- ☐ Drop Rod.
- ☐ Drop Rod Assemblies.
- ☐ Drop Rod Guides.

ELE to EXT — — —

- ☐ Electric Controllers—Weed.
- ☐ Electric Fence Battery Chargers.
- ☐ Electric Fence Insulators.
- ☐ Electric Fence Controllers.
- ☐ Electric Fence Ground Clamps.
- ☐ Electric Fence Posts.
- ☐ Electric Fence Supplies.
- ☐ Electric Pole Hole Diggers—see Post Hole.
- ☐ Embossing Devices.
- ☐ Extension Arms—see Barb Arms.

FAS to FOR — — —

- ☐ Fasteners—Metal—All Types.
 - ☐ Fence—
- This heading refers to metal type. For Ornamental Iron, Wood, Etc., See specific product headings.
- ☐ Fence—Aluminum Metal Picket.
 - ☐ Fence—Aluminum Metal Rail.
 - ☐ Fence Block—Concrete, Etc.
 - ☐ Fence Brace Wire.
 - ☐ Fence—Chain Link & Metal Slat.
 - ☐ Fence—Chain Link & Wood Slat.
 - ☐ Fence Construction Data.
 - ☐ Fence—Enameled Metal Picket.
 - ☐ Fence Fabric—Chain Link—see Chain Link.
 - ☐ Fence Fabric—Welded Wire.
 - ☐ Fence Fittings—Chain Link.
 - ☐ See Also Specific Headings.
 - ☐ Fence Fittings—Square.
 - ☐ Fence Fittings—To Specification.
 - ☐ Fence—Flower Border.
 - ☐ Fence Jacks—see Stretchers.
 - ☐ Fence—Metal Picket.
 - ☐ Fence—Metal Picket Machines.
 - ☐ Fence—Metal Picket Tools.
 - ☐ Fence Netting.
 - ☐ Fence—Ornamental Wire—Lawn & Garden.
 - ☐ Fence Ornaments.
 - ☐ Fence—Steel Metal Picket.
 - ☐ Fence—Steel Metal Rail.
 - ☐ Fence—Tie Wire.
 - ☐ Fence—Welded Wire—Field & Garden.
 - ☐ Fence—Woven Wire—Field & Garden.
 - ☐ Fence Post Anchors—Metal.
 - ☐ Fence Stakes—Wire.
 - ☐ Fence Stretchers—see Stretchers.
 - ☐ Fence Wire—Aluminum.
 - ☐ Fence Wire—Copper Bearing Steel.
 - ☐ Fence Wire—Steel—All Types.
 - ☐ Fence Wire—Steel—Galvanized or Bright.
 - ☐ Fibre Glass—see Glass Fibre Products.
 - ☐ Flag Poles.
 - ☐ Files—Flat.
 - ☐ Files—Round.
 - ☐ Fork Lifts—see Material Handling.

GAR to GAT — — —

- ☐ Garden Furniture—Ornamental Iron.
- ☐ Garden Furniture—Wood.
- ☐ Garden—Yard—Accessories.

Products Headings—Continued

GAT to GUA — — —

- ☐ Gate—
The listings at this heading refer to chain link gate fittings, etc., unless otherwise noted.
- ☐ Gate Bands—see also Specific Headings.
- ☐ Gate Brackets—Slide.
- ☐ Gate Bumpers—Stoppers.
- ☐ Gate Catches—Plunger Rod.
- ☐ Gate Center Stops.
- ☐ Gate Clips.
- ☐ Gate Closers—Automatic.
- ☐ Gate Cross Clamps.
- ☐ Gate Elbows—All Types.
- ☐ Gate Fabric Clips.
- ☐ Gate Fittings—Cantilever.
- ☐ Gate Fittings—Slide.
- ☐ Gate Fittings—Square.
- ☐ Gate Fittings—Standard.
- ☐ Gate Frames—Chain Link.
- ☐ Gate Frames—Farm & Garden.
- ☐ Gate Frames—Special Order.
- ☐ Gate Frames—Square Tubing.
- ☐ Gate Frames—Wood—see Gates-Wood.
- ☐ Gate Handles—Wood—see Wood.
- ☐ Gate Hardware—Metal Fence.
- ☐ Gate Hardware—Wood—see Wood.
- ☐ Gate Holdbacks.
- ☐ Gate—
The following headings concern gate supplies for metal gates. Where a heading does not appear, look for specific product heading.
- ☐ Gate Hooks.
- ☐ Gate Houses—Rustic Wood—see Wood.
- ☐ Gate Irons.
- ☐ Gate Latch Catches.
- ☐ Gate Latches—see Latch.
- ☐ Gate Locking Devices.
- ☐ Gate Ornaments.
- ☐ Gate Posts—Metal—see Posts.
- ☐ Gate Posts—Wood—see Wood.
- ☐ Gate Rests—Center.
- ☐ Gate Rollers—Cantilever.
- ☐ Gate Slides—Bolt & Pull.
- ☐ Gate Throw Arms.
- ☐ Gate Track—Trolley & Slide.
- ☐ Gate Trolley Assemblies.
- ☐ Gate Trolley Track Stops.
- ☐ Gate Trolley Track Supports.
- ☐ Gate Yokes—see also Latches.
- ☐ Gates—Unless otherwise listed, the following headings at Gates refer to chain link wire filled gates of the Commercial, Industrial or Residential types. In single or double walk or drive units.
- ☐ Gates—Bent Frame.
- ☐ Gates—Cantilever.
- ☐ Gates—One Piece Frame.
- ☐ Gates—Farm & Livestock.
- ☐ Gates—Folding.
- ☐ Gates—Ornamental Garden.
- ☐ Gates—Ornamental Iron—see Ornamental.
- ☐ Gates—Poultry Yard—Woven Wire.
- ☐ Gates—Self Closing.
- ☐ Gates—Slide.
- ☐ Gates—Special Chain Link.
- ☐ Gates—Square Frame.
- ☐ Gates—Swing.
- ☐ Gates—Tilting—Farm & Stock.
- ☐ Gates—Tubular Metal.
- ☐ Gates—Wicket Entrance.
- ☐ Gates—Welded Fabric.
- ☐ Gates—Wood—see Wood Gates.
- ☐ Gates—Woven Fabric.
- ☐ Glass Fibre Products.
Fence panels, Basketweave strips, Patio Covers, etc. Colored, clear, corrugated.
- ☐ Goggles—Safety.
- ☐ Grating—Metal.
- ☐ Groovers—Wood.
- ☐ Grubbing Tongs.
- ☐ Guard Rail—Auto & Highway.
- ☐ Guard Rail Posts—Metal.
- ☐ Guard Rail Posts—Wood.

HAC to HOO — — —

- ☐ Hacksaw Frames.
- ☐ Hacksaws & Blades.
- ☐ Hammers.
- ☐ Hammers—Concrete Breaking.
- ☐ Hammers—Portable Electric.
- ☐ Hardware—Wood Gate.
- ☐ Hasps—Gate.
- ☐ Hexagon Nuts & Assemblies.
- ☐ Hinge Assemblies—Offset.
- ☐ Hinge Clamps.
- ☐ Hinge Ring Bearings.
- ☐ Hinge Straps.
- ☐ Hinges—Cane Bolt.
- ☐ Hinges—Clamp-On.
- ☐ Hinges—Gate—All Types.
- ☐ Hinges—Gate Frame.
- ☐ Hinges—O. D. Post.
- ☐ Hinges—Offset.
- ☐ Hinges—Hook and Eye.
- ☐ Hinges—Ornamental Gate.
- ☐ Hinges—Split.
- ☐ Hinges—Spring Loaded.
- ☐ Hinges—Steel Butt.
- ☐ Hinges—Steel "T".
- ☐ Hinges—Strap.
- ☐ Hinges—Thumb Latch.
- ☐ Hinges—Wood Post.
- ☐ Hitching Rings & Bolts.
- ☐ Hoists—Chain.
- ☐ Hoists—Rope.
- ☐ Hoists—Winch.
- ☐ Hoists—Wire Rope.
- ☐ Hooks—Clevis—Grab—Slip.
- ☐ Hooks—Clothes Line.
- ☐ Hooks & Eyes—Gate.
- ☐ Hooks—Hammock.
- ☐ Hooks—"J"—Expansion Shield.
- ☐ Hooks—"S".
- ☐ Hooks—Screw.

INS to KNI — — —

- ☐ Inserts—Round Steel.
- ☐ Insulators—see Electric Fence.
- ☐ Keepers—Gate.
- ☐ Keepers—O. D. Post.
- ☐ Keepers—Wood Post.
- ☐ Kennel Fittings & Hardware.
- ☐ Kennels—Chain Link.
- ☐ Kennels—Wood.
- ☐ Knives—Wood Fence Machine.

LAD to LUM — — —

- ☐ Ladders.
- ☐ Lag Screws.
- ☐ Lamp Posts—Aluminum.
- ☐ Lamp Posts—Iron & Steel.
- ☐ Lamp Posts—Wood.
- ☐ Landscapers Eqpt. & Supplies.
- ☐ Lanterns—Wood Post.
- ☐ Lanterns—Wrought Iron.
- ☐ Latch Forks.
- ☐ Latch Handles—Metal.
- ☐ Latch Handles—Wood.
- ☐ Latch Locks—see also Gate Locking.
- ☐ Latch Sleeves.
- ☐ Latch Yoke Assemblies.
- ☐ Latches—Cement & Block.
- ☐ Latches—Chain Link Gate.
- ☐ Latches—Collar & Oarlock.
- ☐ Latches—Farm Gate.
- ☐ Latches—Fork.
- ☐ Latches—Industrial Gate.
- ☐ Latches—Ornamental Iron Gate.
- ☐ Latches—Residential Gate.
- ☐ Latches—Special.
- ☐ Latches—Spring Assembly.
- ☐ Latches—Wood Gate.
- ☐ Letters—Metal Alphabet.
- ☐ Levels—All Types.
- ☐ Levels—Corner Plumb.
- ☐ Levels—Hand.
- ☐ Levels—Transit.
- ☐ Lights—Fence.
- ☐ Locks—Gate.
- ☐ Locks—Gate Chain.
- ☐ Locks—Mortise.
- ☐ Locks—Wire Partition.

- ☐ Log Cabins—Wood Utility.
- ☐ Logging Tools.
- ☐ Loop Caps—see also Fence & Gate Fittings.
- ☐ Loop Caps—Aluminum.
- ☐ Loop Caps—Galvanized Steel.
- ☐ Loop Caps—Malleable Iron.
- ☐ Lumber—Cypress Fence.
- ☐ Lumber Fence Pickets.
- ☐ Lumber—Pine Fence.
- ☐ Lumber—Plywood Fence.
- ☐ Lumber—Red Cedar Fence.
- ☐ Lumber—Redwood Fence.
- ☐ Lumber—White Cedar Fence.
- ☐ Lumber—Wood Fence—All Types.
- ☐ Lumbermen's Tools.

MAL to NUM — — —

- ☐ Mallets—Rubber.
- ☐ Materials Handling Eqpt.
Includes fork lifts, hydraulic eqpt., industrial trucks, etc.
- ☐ Mattocks—Cutting.
- ☐ Measuring Devices—Wheel Type.
- ☐ Nails—Aluminum Fence.
- ☐ Nails—Galvanized Fence.
- ☐ Nameplate Gate Scrolls.
- ☐ Name Plates—Metal Sign.
- ☐ Nipples—Fence Rail.
- ☐ Numerals—Brass & Chrome.

ORN to ORN — — —

- ☐ Ornamental Iron—This heading includes wrought iron and allied products.
- ☐ Ornamental Iron Base Plates.
- ☐ Ornamental Iron Brackets.
- ☐ Ornamental Iron Columns.
- ☐ Ornamental Iron Corner Posts.
- ☐ Ornamental Iron Fence.
- ☐ Ornamental Iron Gate Posts.
- ☐ Ornamental Iron Gates.
- ☐ Ornamental Iron Line Posts.
- ☐ Ornamental Iron Mail Box Stands.
- ☐ Ornamental Iron Paints & Primers.
- ☐ Ornamental Iron Park Benches.
- ☐ Ornamental Iron Railing Supports.
- ☐ Ornamental Iron Railings.
- ☐ Ornamental Iron Scrolls.
- ☐ Ornamental Iron Supplies.
- ☐ Ornamental Iron Window Guards.

PAI to PIP — — —

- ☐ Paint—Enamel—Fence.
- ☐ Paint—Metal Protective.
- ☐ Paint—Weather Resistant.
- ☐ Paint—Wood Fence.
- ☐ Paint Roller Cleaners.
- ☐ Paint Roller Extension Handles.
- ☐ Paint Rollers—Fence.
- ☐ Paint Rollers—Pipe.
- ☐ Paint Sprayers—Fence.
- ☐ Paint Spraying Eqpt.
- ☐ Paint Stripers—Highway.
- ☐ Paint Trays—Fence Roller.
- ☐ Partitions—Chain Link.
- ☐ Partitions—Iron.
- ☐ Partitions—Wire Mesh.
- ☐ Patio Enclosures—Prefabricated.
- ☐ Patio Materials—Block.
- ☐ Patio Materials—Chain Link.
- ☐ Patio Materials—Fibreglass.
- ☐ Patio Materials—Wood.
- ☐ Peelers—Wood Post & Rail.
- ☐ Picket Pointer Machines—Wood.
- ☐ Pickets—Metal Fence—see Fence.
- ☐ Pickets—Wrought Iron—see Ornamental.
- ☐ Pickets—Wood Fence—see Lumber also Wood.
- ☐ Pickets—Steel—see Steel.
- ☐ Picks.
- ☐ Picnic Furniture.
- ☐ Peavies & Pikes—Lumbermen.
- ☐ Pig Rings.
- ☐ Pins—Hinge.
- ☐ Pipe—Aluminum—see Aluminum.
- ☐ Pipe Bending Machines.
- ☐ Pipe Bolt Assemblies.
- ☐ Pipe Cutters.
- ☐ Pipe Fittings.

Continued next page

Products Headings—Continued

PIP to PUL — — —

- ☐ Pipe—Galvanized Fence.
 - ☐ Pipe Inserts—"T".
 - ☐ Pipe—Metal Fence—All Types.
 - ☐ Pipe Notching Tools.
 - ☐ Pipe Plugs.
 - ☐ Pipe Rail Couplings.
 - ☐ Pipe Supports—Adjustable.
 - ☐ Pipe Threaders & Machines.
 - ☐ Pipe Tool—Fence.
 - ☐ Planers—Wood Machine.
 - ☐ Plant Box Brackets.
 - ☐ Plant Boxes—Wood.
 - ☐ Plant Stakes—Wood.
 - ☐ Plastic Panels—see Glass Fibers.
 - ☐ Playground Equipment.
 - ☐ Play Houses—Rustic Wood.
 - ☐ Play Pens—Metal Picket.
 - ☐ Play Pens—Wood.
 - ☐ Pliers—All Types.
 - ☐ Pliers—Bolt Cutting.
 - ☐ Pliers—Gate Clip.
 - ☐ Pliers—Hog Ring.
 - ☐ Pliers—Special Fence.
 - ☐ Plugs—Rail End.
 - ☐ Plumb Bobs—Rods.
 - ☐ Plywood—Fence Type—see Lumber.
 - ☐ Poles—Barn.
 - ☐ Poles—Electric.
 - ☐ Poles—Farm Fence.
 - ☐ Post Anchors—Chain Link.
 - ☐ Post Caps—Aluminum Wood Top.
 - ☐ Post Caps—O. D. Rail—see also Loop Caps Etc.
 - ☐ Post Doming & Pointing Eqpt.—Wood.
 - ☐ Post Drivers—Steel.
 - ☐ Post Fittings—Ornamental.
 - ☐ Post Flanges.
 - ☐ Post Hangers—Gate.
 - ☐ Post Hole Digger Attachments.
 - ☐ Post Hole Diggers—Hand.
 - ☐ Post Hole Diggers—Powered.
 - ☐ Post Hole Diggers—Rock.
 - ☐ Post Hole Diggers—Tractor Type.
 - ☐ Post Lights—Lanterns.
 - ☐ Post & Pole Bark Peeling Machinery.
 - ☐ Post Tops—Terminal Gate—see also specific headings.
 - ☐ Posts—
 - Headings following refer to metal fence posts only. For wood posts see posts—Wood.
 - ☐ Posts—Adjustable—Portable.
 - ☐ Posts—Angle.
 - ☐ Posts—Cantilever Gate.
 - ☐ Posts—Corner.
 - ☐ Posts—Electric Fence—See Electric.
 - ☐ Posts—End or Terminal.
 - ☐ Posts—"H" Beam.
 - ☐ Posts—"I" Beam.
 - ☐ Posts—Line.
 - ☐ Posts—Metal—All Types.
 - ☐ Posts—Metal Clothes Line.
 - ☐ Posts—Pull.
 - ☐ Posts—Slide Gate.
 - ☐ Posts—Square.
 - ☐ Posts—Studded.
 - ☐ Posts—Studded—With Fasteners.
 - ☐ Posts—Swing Gate.
 - ☐ Posts—Terminal.
 - ☐ Posts—"U" Beam.
 - ☐ Posts—Wood—All Types.
- Following post headings refer to Wood Posts only. See also headings at Wood Fence for specific types.
- ☐ Posts—Designed Wood Top.
 - ☐ Posts—Gothic Pointed Wood.
 - ☐ Posts—Square Wood.
 - ☐ Posts—Treated Wood Farm.
 - ☐ Posts—Wood Clothes Line.
 - ☐ Posts—Wood Gate.
 - ☐ Posts—Wood Terminal.
 - ☐ Poultry Netting.
 - ☐ Preservatives—Wood.
 - ☐ Preservatives—Metal.
 - ☐ Protective Coatings—Metal.
 - ☐ Protective Coatings—Wood.

- ☐ Pullers—Fence & Gate—see Stretchers.
- ☐ Pulleys.

RAI to RUS — — —

- ☐ Rail Ends & Brace Cups.
 - see also Specific Headings.
- ☐ Rail Gate Hoops.
- ☐ Rail—Metal Fence.
- ☐ Rail—Wood Fence.
- ☐ Ratchet Threaders.
- ☐ Ratchet & Bands—O. D. Post.
- ☐ Ratchet & Bands—Corner—O. D. Post.
- ☐ Reamers—All Types.
- ☐ Reed Fence Materials.
- ☐ Reels—Wire—Payout & Take-Up.
- ☐ Rethreading Tools.
- ☐ Rivets—Gate Elbow.
- ☐ Rules—All Types.
- ☐ Rules—Steel Tape.
- ☐ Rust Preventives.

SAW to SWI — — —

- ☐ Saw Blades—All Types.
- ☐ Saws—Chain.
- ☐ Saws—Concave Fence.
- ☐ Saws—Hand & Power—also Portable.
- ☐ Saws—Powered Pruning.
- ☐ Saws—Rotary—For Steel & Wood.
- ☐ Scaffolds.
- ☐ Screw Drivers—Hand & Electric.
- ☐ Screws—Hand Rail.
- ☐ Scroll Letters—Numerals.
- ☐ Scrolls—Metal—Initial or Name.
- ☐ Scrolls—Metal Gate.
- ☐ Scrolls—Ornamental Iron—see Ornamental.
- ☐ Scrolls—Wood Gate.
- ☐ Set Screws.
- ☐ Shovels—All Types.
- ☐ Sign Posts—Metal.
- ☐ Sign Posts—Wood Sign—Assembled.
- ☐ Signs—Baked Enamel Fence.
- ☐ Signs—Metal Fence.
- ☐ Signs—Woven Wire.
- ☐ Sledges.
- ☐ Sleeves—Fence—All Types.
- ☐ Sleeves—Top Rail.
- ☐ Sleeves—Top Rail—"H" Column.
- ☐ Sliding Gate Hardware.
- ☐ Sockets—Top Rail.
- ☐ Snow Fence—In Rolls.
- ☐ Snow Fence Pickets.
- ☐ Snow Fence Posts—Galvanized.
- ☐ Snow Fence Wire.
- ☐ Springs—Gate & Door.
- ☐ Stackers—see Materials Handling Eqpt.
- ☐ Stain—Wood Fence—All Types.
- ☐ Stake Fasteners.
- ☐ Stanchions.
- ☐ Staple Pullers.
- ☐ Staples—Fence.
- ☐ Staples—Heavy Duty Post Top.
- ☐ Steel Mfrs.
- ☐ Steel Picket Fence.
- ☐ Steel Picket Fence Gates.
- ☐ Stretcher Bars—Fence.
- ☐ Stretcher Clips.
- ☐ Stretchers—Pullers—Wire Fence & Gate.
- ☐ Swimming Pool Supplies.

TAC to TUR — — —

- ☐ Tackle Blocks.
- ☐ Tamping Tools.
- ☐ Tape Measures—see Rules.
- ☐ Tennis Court—Chain Link Materials.
- ☐ Tennis Net Post Units.
- ☐ Tennis Net Posts.
- ☐ Tension Bands—see also Bands.
- ☐ Tension Bar Anchors—Masonry.
- ☐ Tension Bar Clips—Ends.
- ☐ Tension Bar Rings.
- ☐ Tension Bars—Flat.
- ☐ Tension Bars—Round.
- ☐ Terminal Caps—see also Loop caps.
- ☐ Terminal Post Brace.
- ☐ Terminal Post Connectors—All Types.
- ☐ Tie Wire—Aluminum—see also Chain Link.
- ☐ Tie Wire—Galvanized—see also Chain Link.
- ☐ Ties—Fence—see Chain Link etc.
- ☐ Tool Boxes—Chests.

- ☐ Tool Kits.
- ☐ Tools—Hand.
- ☐ Tool Holders—Clips.
- ☐ Tools—Pneumatic.
- ☐ Tools—Portable Electric.
- ☐ Tools—Special Fence.
- ☐ Top Rail—Galvanized.
- ☐ Top Rail—Wood.
- ☐ Top Rail Sleeves—see Sleeves.
- ☐ Track—Sliding Gate—see Gate Track.
- ☐ Transits—see Levels.
- ☐ Tree Trimmers.
- ☐ Trellis—Aluminum.
- ☐ Trellis—Bamboo.
- ☐ Trellis—Expanding Wood.
- ☐ Trellis—Reed.
- ☐ Trellis—Wire Woven.
- ☐ Trellis—Wood Lattice.
- ☐ Trucks—Industrial—see Material Handling.
- ☐ Truss Rods—Tighteners.
- ☐ Tubing—Aluminum—see Aluminum.
- ☐ Tubing Cutters.
- ☐ Tubing—Electric Welded Steel.
- ☐ Tubing—Galvanized.
- ☐ Tubing—Notchers.
- ☐ Tubing—Square Shapes.
- ☐ Turnbuckles.

U to VIS — — —

- ☐ "U" & "J" Bolts—see Bolts.
- ☐ Vise Stands—Pipe.
- ☐ Vises—Pipe.
- ☐ Vises—Post Chain.

WAS to WOO — — —

- ☐ Washers—Galvanized.
- ☐ Weather Vanes.
- ☐ Weaving Machines—Chain Link.
- ☐ Wedges.
- ☐ Weed & Grass Control Chemicals.
- ☐ Weld Nuts—Screw Base.
- ☐ Welding Eqpt.—Supplies.
- ☐ Well Houses—Rustic Wood.
- ☐ Wheel Barrows—Concrete.
- ☐ Window Guards—Welded Wire.
- ☐ Wire—Aluminum.
- ☐ Wire Brushes.
- ☐ Wire Cloth—Industrial.
- ☐ Wire—Clothes Line.
- ☐ Wire—Coiled Spring Tension.
- ☐ Wire—Colored—Plastic Covered.
- ☐ Wire—Copper Bearing.
- ☐ Wire Fabric—Welded.
- ☐ Wire—Galvanized Chain Link.
- ☐ Wire—Fence—see Fence Wire.
- ☐ Wire Grips—Tension.
- ☐ Wire—Guy.
- ☐ Wire—Hog Ring.
- ☐ Wire Mfrs.
- ☐ Wire Mesh—Reinforcing.
- ☐ Wire Products—Fence.
- ☐ Wire Rope.
- ☐ Wire Rope Clips.
- ☐ Wire Rope Thimbles.
- ☐ Wire Screening—Netting.
- ☐ Wire—Steel—All Types.
- ☐ Wire Stretchers—see Stretchers.
- ☐ Wire—Tension.
- ☐ Wire—Tie—All Types.
- ☐ Wire—Utility—All Types.
- ☐ Wire Working Tools.
- ☐ Wood Blocks—Patio Surface.
- ☐ Wood Fence—Bark Picket.
- ☐ Wood Fence—Basketweave.
- ☐ Wood Fence—Board & Batten.
- ☐ Wood Fence—Board on Board.
- ☐ Wood Fence—Border Picket in Rolls.
- ☐ Wood Fence—Chestnut.
- ☐ Wood Fence—Concave.
- ☐ Wood Fence—Cypress.
- ☐ Wood Fence—Dimensional.
- ☐ Wood Fence—Diamond Top.
- ☐ Wood Fence—Douglas Fir.
- ☐ Wood Fence—Dowelled.
- ☐ Wood Fence—Estate.
- ☐ Wood Fence—Expanding.
- ☐ Wood Fence—Fir.
- ☐ Wood Fence Fittings—Metal.
- ☐ Wood Fence—Folding.

Products Listings—Continued

WOO to YOK — — —

- ☐ Wood Fence—Framed Picket Panels.
- ☐ Wood Fence—Grapestake.
- ☐ Wood Fence—Herring Bone.
- ☐ Wood Fence—Hurdle.
- ☐ Wood Fence—Incense Cedar.
- ☐ Wood Fence—Larch.
- ☐ Wood Fence—Lattice.
- ☐ Wood Fence—Locust.
- ☐ Wood Fence—Louver.
- ☐ Wood Fence—Lumber Picket.
- ☐ Wood Fence Machinery.
- ☐ Wood Fence Mfrs.—All Types.
- ☐ Wood Fence Materials & Supplies.
- ☐ Wood Fence—Mesh Styled.
- ☐ Wood Fence Paling.
- ☐ Wood Fence Pickets.
- ☐ Wood Fence—Pine.
- ☐ Wood Fence—Plywood Panels.
- ☐ Wood Fence—Post & Rail.
- ☐ Wood Fence—Prefabricated.

- ☐ Wood Fence Rails.
- ☐ Wood Fence—Red Cedar.
- ☐ Wood Fence—Redwood.
- ☐ Wood Fence—Round Picket.
- ☐ Wood Fence—Ranch Rail.
- ☐ Wood Fence—Rustic.
- ☐ Wood Fence—Shadow Box.
- ☐ Wood Fence—Solid Picket.
- ☐ Wood Fence—Spaced Picket.
- ☐ Wood Fence—Split Picket.
- ☐ Wood Fence—Split Rail.
- ☐ Wood Fence—Spruce.
- ☐ Wood Fence—Staggered Picket.
- ☐ Wood Fence—Stockade.
- ☐ Wood Fence—Straight Top.
- ☐ Wood Fence Stringers.
- ☐ Wood Fence—Treated Lumber.
- ☐ Wood Fence—White Cedar.
- ☐ Wood Fence—Wire Woven Picket.
- ☐ Wood Fence—Wire Woven Rolls.
- ☐ Wood Gates—All Types.

The number of designs in wood gates are too numerous to list. See also

- ☐ Wood Fence for specific styles of gates.
- ☐ Wood Gate Frames.
- ☐ Wood Gate Hardware.
- ☐ Wood Gate Houses—Rustic.
- ☐ Wood Gates—Automatic Entrance.
- ☐ Wood Gates—Board Lumber.
- ☐ Wood Gates—Double Drive or Walk.
- ☐ Wood Gates—Post & Rail.
- ☐ Wood Gates—Picket.
- ☐ Wood Gates—Prefabricated.
- ☐ Wood Gates—Rustic Picket.
- ☐ Wood Gates—Special Order.
- ☐ Wood Gates—Stockade.
- ☐ Wood Post Caps—Metal.
- ☐ Wood Posts—see Posts.
- ☐ Or refer to specific fence headings.
- ☐ Wrenches—Adjustable.
- ☐ Wrenches—Chuck.
- ☐ Wrenches—Pipe.
- ☐ Wrenches—Socket.
- ☐ Wrenches—Socket Set Screw.
- ☐ Yoke Collars—see also Gate.
- ☐ Yokes—Hinge—see also Gate.

Your Advertising and Listings will sell your products all year at one small cost. If advertising is to appear with listings, use the form below.

ADVERTISERS: Your Listings appear in bold type, as an advertiser, and are placed at the headings wanted.

ADVERTISING RATE CARD No. 2

Fence Industry Trade News

international DIRECTORY of fence materials

ANNUALLY
Replaces the
December Issue

ADVERTISING DISPLAY RATES

Space	Per Issue	Width	Depth
Full Page	\$330.00	5 1/4"	8"
1/2 Page	193.00	2 1/2"	8"
1/2 Page	193.00	5 1/4"	3 1/2"
1/2 Page	112.00	2 1/2"	3 1/2"
1/2 Page	79.00	2 1/2"	2"

PREFERRED POSITIONS

4th Cover	\$450.00	5 1/4"	8"
3rd Cover	350.00	5 1/4"	8"
2nd Cover	400.00	5 1/4"	8"

No other preferred or special positions are guaranteed.

ADVERTISER'S NEW LISTINGS

Main Listings — Products Classified — Trade Names—Total of 10 listings without charge to advertisers. Additional listings are \$2.00 each. No rebates to advertisers should free listings space not be completely used. Listings are set in Bold Faced type in Main Listing and Products Classified Sections.

STANDING LISTINGS

Listings exceeding 10 that stand without change from previous issue are charged for at the rate of 50¢ each. Any alteration shall be considered as a new listing unless advertiser has 10 or less than 10 free listings.

COLOR

Standard colors \$125. per page per color extra. Matched or metallic color rates on request. Color not accepted for less than full page.

BLEEDS

Accepted for full pages only. \$30. per page extra. Trim size of directory is 6-1/16" x 9-1/4". Allow 1/8" top, bottom and outer edge for trim. (6-3/16" x 9-1/2").

INSERTS

Rates furnished on request. Same mechanical specifications as bleeds.

MECHANICAL REQUIREMENTS

All advertisements must conform to space specifications shown for two column pages. When plates or set copy oversets space ordered, space will be charged to advertiser. All plates must be mounted type high and should be flush on all sides. Halftones should be 100 or 110 screen. Art work, retouching, mortising and mounting plates, cuts ordered, authors alterations, etc., will be charged for at time or scale rates.

CLOSING DATE ISSUANCE

Listings and advertising accepted to October 15, Issuance December 1-15

MISCELLANEOUS

- When advertiser does not furnish advertising copy and listings on time for publication when requested by publisher, the information then available to publisher shall be used in space ordered.
- Changes of copy or listings received after closing date cannot be guaranteed, however publisher will to the best of his ability attempt corrections if at all possible.
- Non-receipt of checking copies will not be accepted as a reason for deferred payment. If adjustment is necessary it will be made later.
- Advertiser guarantees payment to the publisher in the event of non-payment by his agent or agents.
- Recognized advertising agency commission is 15% of gross billing if paid in 30 days from date of billing.
- Oral agreements will not be accepted as a part of this contract.
- Minimum display advertisement accepted 1/4th page. No classified.

DIRECTORY DISCOUNTS

Advertiser earns the following directory discounts when directory issue is used with magazine issues during the life of his contract: 6 issues 5%; 12 issues 10%.

ADVERTISING CONTRACT

Fence Industry

TRADE NEWS

ANNUALLY
Directory Issue

FENCE INDUSTRY Trade News
127 N. Dearborn St., Chicago 2, Ill.

Date _____

Gentlemen:

You are authorized to insert the advertising of the undersigned in FENCE INDUSTRY Trade News Directory Issue at the rates and conditions shown on your rate card and as follows:

Size of space _____

Total Number of Listings _____

Insert One Issue Only _____ Adv. Copy to Come _____ Adv. Copy Herewith _____

Name of Advertiser _____

Publisher's Acceptance _____ By _____ TITLE _____

by _____ City _____ State _____

FREE
LISTING FORM
Next Page

If you serve or sell this industry, we will list your company as a Free Service.

Mail at once for your FREE LISTING

Firm Name _____

Address _____

City _____ Tel. No. _____
ZONE—STATE

Branch Offices _____

PLEASE CHECK ✓

ERECTOR _____ CONTRACTOR _____ MANUFACTURER _____ DISTRIBUTOR _____ EXPORTER _____
IMPORTER _____ FABRICATOR _____ WHOLESALE _____ RETAIL _____ / of FENCE _____ GATES _____ POSTS _____
FITTINGS _____ SUPPLIES _____ TOOLS _____ EQUIPMENT _____ ELECTRIC FENCERS _____ CABLE _____ GUARDS _____

MANUFACTURERS . . . when listing your fence products, indicate whether aluminum, coated, colored, chain-link, type of wire (barbed etc.), ornamental iron, steel, block, corrugated, picket, wood, etc.

EXECUTIVES (NAMES and TITLES)

**DISTRIBUTORS-SALES AGENTS
NAMES—ADDRESSES**

FENCE ERECTORS . . . if you own specific trade names to identify your company or products, be sure to list them under trade names column and identify.

CREDIT REQUIREMENTS

CATALOGS AVAILABLE

YES _____ NO _____ (✓ PLEASE CHECK)
FREE PAID PRICE

ADDITIONAL INFORMATION:

DATE _____ 19__

IMPORTANT—PLEASE NOTE:

ADVERTISERS! In addition to the space you purchase, you may select 10 listings Free at headings desired which will be set in bold type. If headings wanted do not appear in this form write them in and we will make special headings for you.
NON-ADVERTISERS! The publisher reserves the right to limit non-advertisers to a total of 2 Free listings, which are set in light faced type.
Is Advertising desired in conjunction with listings?
YES _____ NO _____ (If Yes!) Sign order form other side.

**FENCE INDUSTRY Trade News,
International Directory of Fence Materials,
127 N. Dearborn St., Chicago 2, Ill., U.S.A.**

PLEASE SIGN

Signature _____ Title _____

YOUR LISTING IS FREE NO OBLIGATIONS. Send in your catalog or circular matter with this form to aid us in listing your company.
Advertisers Are Listed in Bold Type — See Advertising Rates Preceding Page

LIST YOUR PRODUCTS

DO NOT LIST PRODUCTS unless you are a manufacturer, wholesaler, importer or exporter—or sole sales agency.

TRADE NAMES (List and Identify)
Only those you have authority to use.

Mail at once to insure free listing

GIBRALTAR FENCE CO Manufacturers and Distributors

- ★ CHAIN LINK FABRIC, Steel — Aluminum.
- ★ POST and TOP RAIL, Galvanized.
- ★ GATES, Standard — Custom.
- ★ FITTINGS — Aluminum, Steel.
- ★ WOOD-LINK, Chain Link with Redwood Slats.

"FILOPLAST"—Manufacturer and Distributor of Plastic Coated Galvanized Chain Link Fabric and Wire. Choice of colors.

"PANELWEVE" Aluminum Slats In Colors.

MOVED TO LARGER QUARTERS at:

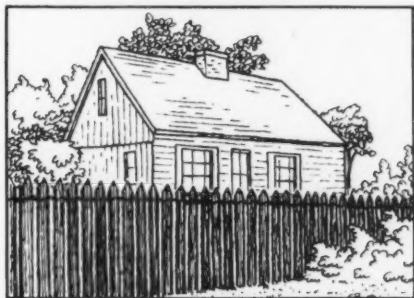
1200 Oliver St.—P.O. Box 7785
Houston 7, Texas—CApitol 7-4368



Center of City
Expressway Interchange
Two Rail Spurs
New Location convenient for
fast motor and rail pickup

**WHOLESALE ONLY
CATALOG AVAILABLE**

YOUR CUSTOMER IS INTERESTED IN PROTECTION!



Important outdoor areas, his pool, his garden, his patio, can be protected by a size and style of Lincraft Ornamental Wood Fences. From 3-foot high garden picket fences to 6-foot high basketweave or stockade fences, with Lincraft you suggest protection combined with beauty to blend with any landscape. A suggestion which can lead to EXTRA profits for you.

We invite you to inquire about adding Lincraft quality products to the other fine items you now handle. We have dealerships available.

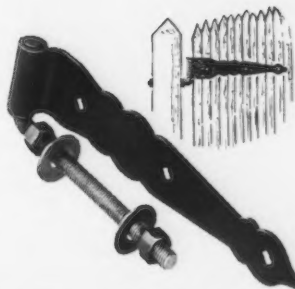


Lincraft inc.

404 East Broad St., Burlington, N. J.

ARROWSMITH

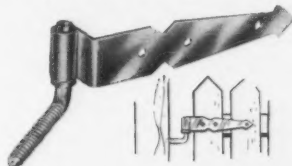
ORNAMENTAL HEAVY DUTY HINGES



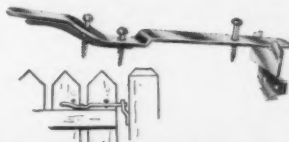
HBH 7012 SERIES—12" long. Artfully formed from 3/16" strap steel 2 1/2" wide. Three 5/16" holes for lag, carriage or machine bolt mounting. Bolt hooks are 3/8" in diameter, 8" long with four 3/8" nuts and washers. Available in antique black or cadmium finish, with or without carriage bolts. Bolts have 1 3/4" of thread.

NEW! LIGHT WEIGHT HINGE FOR LIGHT WEIGHT GATES

HSH 8006 C Ornamental Hinges and **GL 5** Gate Latch may be used for either single or double acting gates, with a 3/4" offset mounting. Dependable spring action latch is positive locking, yet easy to operate. For flush mounting use **HSH 8007 C** Hinge.



HSH 8006 C Offset Screw Hook and Strap—**HSH 8007 C** Flush Type Cadmium plated 12 gauge steel strap 1 1/8" x 6" long. Screw hook is 3/8" x 4 1/2", with gimlet point thread. Mounting screws furnished.



GL 5 Double-Acting Gate Latch of 11 gauge cadmium plated steel, 1/2" x 6 7/8". Strong steel spring. Strike adjustable for gate sag. Packed with screws and instructions.
—Tel. SPring 6-2101—Or Write—

ARROWSMITH

TOOL & DIE CORP.

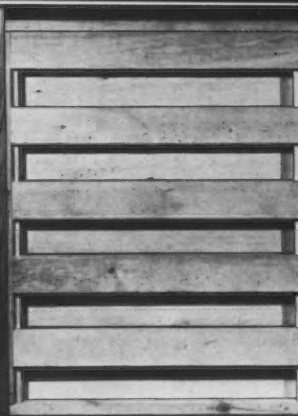
P.O. Box 90095

Airport Station

• Los Angeles 45, California •



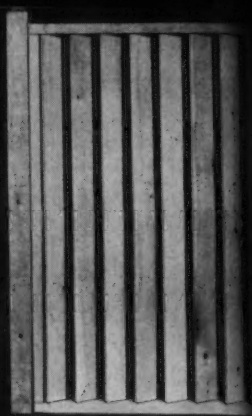
Horizontal Basketweave



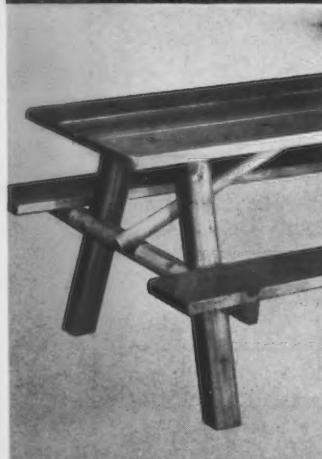
Horizontal Shadow Board



Diamond Panel



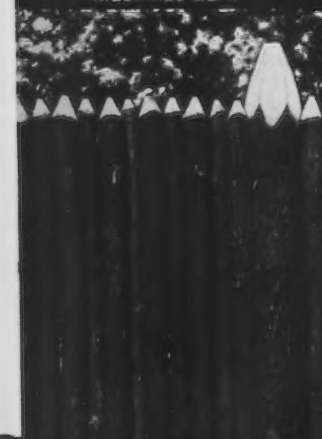
Vertical Louver



▲ Lawn Table ▼ Lattice



Mackinac Bark



Habitant

The largest single source for factory fabricated Rustic and Dimensional wood fence in the country!

Sell your customers the fence they want, in the style they want — and undersell "built-on-the-job" installations! Habitant gives you 12 popular rustic styles, 12 distinctive new dimensional styles and 8 new dimensional gates. Factory fabricated in rigid metal jigs to insure perfect fit, alignment and uniformity of the panels. Delivered assembled, ready for easy installation. Backed up by Habitant's reputation — for over 40 years America's most respected name in wood fence.



No Inventory — No Investment: It's easy to be a Habitant dealer. Write for details on the handsome, fast-selling Habitant line and for new folders, brochures, specifications and price lists.

HABITANT FENCE, INC., BAY CITY 6, MICH.



▲ Stockade ▼ Picket



Vertical Mesh



Post & Rail



Crown Top Gate



